Our innovative and growing company is searching for experienced candidates for the position of strategic partner development. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for strategic partner development

- Support Partner Development Manager to work with business units and sales team to prepare value proposition approach and contact plan for the identified strategic partners
- Drive local sales teams on the actual development of the relationships helping to build and strengthen new/existing relationships, including organizing regular review cadence and tracking key actions items
- Support Partner Development Manager in maintaining strategic partner pipeline and relevant documentation
- Other tasks assigned by Partner Development Manager
- Work with a multi-functional team of engineers, designers, analysts, support and marketing teams, providing strategic input from conception to launch of any product or service
- Identify, prospect and source new strategic partner opportunities
- Meets assigned targets for profitable sales volume and strategic objectives in new strategic accounts
- Establishes productive, professional relationships with key personnel in assigned strategic accounts
- Coordinates the involvement of company personnel, including support, service, and management resources, in order to meet partner company on-boarding objectives and partners' expectations
- Drives adoption of company programs among new strategic partners

- Extraordinary technical acumen, with a demonstrated track record of driving emerging/disruptive technologies like open source software, virtualization, and Software as a Service delivery models
- Possess a deep familiarity of cloud and enterprise networking and datacenter products, services, market positioning and sales strategies
- Strong verbal and written communications skills with ability to work effectively across internal and external organizations
- The right candidate will possess 10-15 years of sales management and/or business development experience in the technology/cloud services industry, with proven ability to build profitable ecosystem technology partnerships
- Expertise with OEM and IoT partners delivering successful joint solutions to market, 10+ years
- Deep familiarity with cloud and edge computing products, services, market positioning and sales strategies