

Job Description

Job Role	Alliance/Partnership Leader
Sub Team	Enterprise Business Unit
Location	Delhi
Experience Required	10+ years
Job Purpose	<ul style="list-style-type: none"> ● Strategic alliances & partnership for cyber security services & platforms. ● The role requires sales management to incubate and grow sales for a new cyber security platform & services. ● Consultative Solution Sales Expert, Enterprise Transformation, Mentor & Coach
Tags#	#sales #businessdevelopment #marketing#
Job Responsibilities	<ul style="list-style-type: none"> ● Build and expand partner presence to establish a larger market footprint and drive higher recurring revenue growth rates globally ● Team with Professional Services to execute a partner plan which delivers the target mix of subscription & professional services revenue ● Develop and execute a comprehensive strategic partnering business plan, and work cross-functionally with leaders to ensure a well understood partner value proposition and that goals and objectives are met ● Develop a breakthrough strategic alliance model with selected key industry players ● Recruit new selected strategic partners and expand relationships with existing partners ● Team with Product Management & Engineering to help develop partner-friendly solutions offerings and leverage partners' ability to integrate solutions into their customer environments ● Facilitate, develop and manage sales enablement, sales support and training to ensure partners are equipped to position products/solutions and compete effectively to meet revenue objectives. Evangelize the partnership including joint value proposition with sales teams to ensure awareness and collaboration, minimizing sales conflict ● Work with partners to develop business plans to achieve revenue commitments, conduct QBRs, and measure partner performance against pre-established business metrics ● Ensure sales team strategies are aligned with the global partner strategy ● Team with Marketing to drive the creation and utilization of sales collateral as well as demand generation programs and campaigns that drive partner revenue

Skills Required	<ul style="list-style-type: none"> ● Proven track record of working with Alliances, Channel partners and System Integrators for effective selling ● Understanding of the Cyber Security Concepts ● Excellent communication and presentation skills in all forms ● Passionate about people and relationships <p><u>Soft Skill:</u></p> <ul style="list-style-type: none"> ● Excellent Interpersonal and verbal communication Skills ● Team Leader
Education Qualification	A full time MBA degree preferably in Marketing with an engineering degree.
Working Conditions	Monday to Friday with 1st Saturday working