**Staff Business Planner**

GitHub helps companies and organizations succeed by allowing them to build better software, together. We are looking for an experienced Staff Business Planner who will own, manage, and evolve the development and execution of new business models and monetization strategies for GitHub products through MSFT programs and channels to help enable the continued massive growth of our business.

Specific projects may include, but not limited to: (1) defining and executing new strategies and business models for opening up GitHub’s PubSec channel through MSFT, (2) driving the planning and execution of the GitHub Pre-Purchase Plan “P3” launch through MSFT, (3) launching our GitHub offerings through the MSFT CSP program for PubSec and SIs, (4) launching our GitHub offerings through other Legacy channels such as MPSA, Open, Select+, AOS-G, etc, (5) and/or finding new business growth opportunities within MSFT.

**Responsibilities**

* Create and execute robust business model and monetization strategies to grow market share and revenue through MSFT.
* Collaborate with Strategic Finance, Product Marketing, Product Management, Legal, Partner/Channel, and Sales to develop business cases, detailed program and business requirements, SKU and meter design, etc.
* Create in-depth business model proposals, present them to senior leadership, and drive cross-functional alignment across GitHub and Microsoft.
* Partner closely with GTM Program Management, Partner/Channel, and Microsoft to implement proposed business models and new Microsoft programs.
* Act as a thought partner to GitHub’s Revenue team and other key stakeholders to ensure optimal monetization and operationalization of GitHub’s product offerings through the MSFT channel to drive exceptional business results
* Provide thought leadership in identifying emerging trends and potential areas of growth for GitHub’s portfolio through MSFT
* Establish new business models to address underpenetrated areas: identify business opportunities, perform deep analysis, and draft executive-ready proposals
* Provide mentorship and consulting to develop a program engagement model for how GitHub sells in the cloud

**Qualifications**

* 8+ years of experience in business planning, product management, technical program management, and/or strategy consulting
* Experience with go-to-market launches through Microsoft programs and channels (EA, CSP, MPSA, etc.)
* Understanding of current Microsoft channel licensing motions and contracting, especially for Public Sector
* Effective cross-group collaborator with strong communication/relationship skills and proven ability to build consensus and drive to resolution at all levels within an organization
* Strong analytical skills and business acumen to drive data and customer driven decisions
* Aptitude and passion for both strategy formulation and program execution