

Director of Partner Development

Our Global Systems Integrators Team is looking for an exceptional leader to drive our business relationships with our Commercial System Integrators, with a specific focus on developing our technology-based offerings and executing strategic go-to-market initiatives that will help our customers achieve their digital future.

The Director of Partner Development role adds value to the Commercial SI Partners by executing on the charter: to activate partners as the growth engine for our company and to turn our company into the growth engine for our partners. This role is responsible for our overall strategy for the Commercial SI partners and is accountable for driving the partners' performance across key business product priorities. This role will lead a team of experienced global Partner Development Managers whose goal is to drive deep partner alignment, enablement and business growth based on the partners' strengths and priorities. The role is responsible for the overall partner relationship, strategic business planning and joint sales execution across all key priorities. This position will require a high-degree of executive engagement within our corporate headquarters, partner headquarters and global leadership. This position is unique in that it combines strategic thinking, business development leadership, people management and global customer and partner engagement.

The role is based in Some City, USA, will have a worldwide responsibility, and will report to the Global Systems Integrator Executive.

Responsibilities

Specific responsibilities and required competencies include:

- **Internal Strategy Owner:** Be the primary owner of our company's strategy for building and growing mutually beneficial partnerships with the largest global Commercial firms. Must be able to articulate and effectively evangelize this strategy to key internal constituents, including internal business groups, internal field sales teams, and internal Services. Must have the ability to frame ambiguous business opportunities, create structured business recommendations, adapt quickly based on senior stakeholder or market input and effectively communicate to the company's and partner executive leadership teams.
- **Drive Global Partner Development Excellence:** Lead the team's "build with" partnership efforts to create compelling new product offerings and go-to-market initiatives with key partners. Must have the experience and ability to recognize and quantify future opportunities, assess

future market dynamics and define investment strategies and/or business models to exploit market opportunities.

- **Field Enablement and Sales Leadership:** Overall responsibility for ensuring the successful sales landing of partner offerings. Must enable the team to build strategic business plans, create and update relevant content, build and track global sales pipelines, internal/external websites, etc. Responsible for building relationships with the key internal Field teams to effectively land the Partner activity with the local branches worldwide.

The successful candidate will be passionate about enterprise technology, must be well versed in our company and broad enterprise technology markets, and have a deep understanding of the global system integrator market.

Qualifications

Qualifications include:

- A minimum of 15 years of related industry experience spread across the following disciplines: sales, product marketing and/or alliance management experience and enterprise solution services (large SI, Consulting or Advisory firms) experience. At least 5 years of that experience should be in business development or roles with strong partner engagement
- Experience being a people manager with demonstrated history of hiring and developing top talent
- Strong drive for results
- Experience with technology platforms and solutions with a reasonable level of technical proficiency
- Ability to interact with and influence senior executives
- A passion for our company's products and solutions
- Strong interpersonal skills including ability to work in a truly multicultural and global environment
- Experience designing and driving go-to-market programs for large sales organizations
- Strong business planning and analysis skills
- Excellent writing and customer presentation skills
- A BA/BS degree and an MBA or equivalent experience preferred.