

Partnerships and Strategic Alliances

Various Software and SaaS Businesses · Contract

Mar 2023 to Present · 1 yr 10 mos

Salt Lake City Metropolitan Area · Remote

I specialize in developing and implementing comprehensive channel sales strategies aimed at driving revenue growth, expanding market presence, and maximizing sales performance. I excel in cultivating and managing strategic partnerships with key channel partners, distributors, and resellers to increase market penetration and capitalize on sales opportunities. My approach includes conducting thorough market research and competitive analysis to identify market trends, customer needs, and growth opportunities. I am adept at collaborating with cross-functional teams—marketing, sales, and product development—to align strategies and execute cohesive go-to-market plans. By analyzing sales data and performance metrics, I identify areas for improvement and implement targeted initiatives to optimize revenue generation. I provide strategic guidance and support to sales teams, channel partners, and internal stakeholders, ensuring alignment with revenue growth objectives.

Skills: Skill Development · Technological Innovation · Partnership and Alliance Management · Unified Communications ·

Salesforce.com · Strategic Partnerships · Channel Partners · Google Workspace · Analytical Skills · Artificial Intelligence (AI) · Written Communication · Software as a Service (SaaS) · Consultative Selling · Channel Sales · Strategic Vision · Onboarding · Executive Relationships · Cloud Computing · Go-to-Market Strategy Implementation · Channel · Market Research and Competitive Analysis · Channel Partner Development · Account Management · Direct Sales · Strategic Guidance and Stakeholder Alignment ·

Problem Solving · Easily Adaptable · Sales Data Analysis and Performance Metrics

Skills: Skill Development · Technological Innovation · Partnership and Alliance Management · Unified Communications ·

Salesforce.com · Strategic Partnerships · Channel Partners · Google

Workspace · Analytical Skills · Artificial Intelligence (AI) · Written

Communication · Software as a Service (SaaS) · Consultative

Selling · Channel Sales · Strategic Vision · Onboarding · Executive

Relationships · Cloud Computing · Go-to-Market Strategy

Implementation · Channel · Market Research and Competitive

Analysis · Channel Partner Development · Account Management ·

Direct Sales · Strategic Guidance and Stakeholder Alignment ·

Problem Solving · Easily Adaptable · Sales Data Analysis and

Performance Metrics

Partner Manager

Builder.ai · Full-time

May 2022 to Nov 2022 · 7 mos

Salt Lake City, Utah, United States · Hybrid

As a Partner Manager at Builder.ai, I was responsible for managing partnerships for the startup ecosystems in the Rockies and Upper Midwest regions. My key responsibilities included building and maintaining relationships with startups, conducting market research and analysis, developing and executing partnerships, managing the entire partnership lifecycle, providing guidance and support to startups, representing the company at events and conferences, and collaborating with internal teams. My goal was to drive growth and impact for startups and their communities, and to ensure alignment and integration of partnership initiatives with Builder.ai's broader business goals and strategies.

Skills: Skill Development · Leadership · Technological Innovation · Partnerships · Ecosystem · Software Industry · Strategic

Partnerships · Channel Partners · Software Sales · Google
Workspace · Computer Literacy · Analytical Skills · Sales ·
Business-to-Business (B2B) · Artificial Intelligence (AI) · Written
Communication · Business Planning · Consultative Selling ·
Business Development · Territory Management · Channel Sales ·
Strategic Vision · Onboarding · International Sales · Executive
Relationships · SaaS Sales · Business Strategy · Marketing · Sales
Process · Channel Partner Development · Account Management ·
Communication · Enterprise Software · Problem Solving · Easily
Adaptable · Solution-oriented
Skills: Skill Development · Leadership · Technological Innovation ·
Partnerships · Ecosystem · Software Industry · Strategic
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Workspace · Computer Literacy · Analytical Skills · Sales ·
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Communication · Business Planning · Consultative Selling ·
Business Development · Territory Management · Channel Sales ·
Strategic Vision · Onboarding · International Sales · Executive
Relationships · SaaS Sales · Business Strategy · Marketing · Sales
Process · Channel Partner Development · Account Management ·
Communication · Enterprise Software · Problem Solving · Easily
Adaptable · Solution-oriented

Partner Sales

Clearlink · Full-time

May 2020 - May 2022 · 2 yrs 1 mo

Salt Lake City Metropolitan Area · Remote

- Top 1% sales agent in last 3 quarters generating >\$60k MRR.
- Increased cross-selling opportunities and trained other sales agents on effective strategies to help increase revenues.

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Director Of Strategic Partnerships
NeutronDM

Mar 2017 - May 2020 · 3 yrs 3 mos

Greater Salt Lake City Area · Remote

Identify new business partner prospects and cultivate strong client relationships, selling SaaS and technology solutions to reduce client advertising costs, as well as driving digital growth strategies using SaaS solutions. Assess customer needs and present organizational solutions, focusing on upsell opportunities and increasing sustainable revenue streams.

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Channel Partner Development · Account Management ·
Communication · Enterprise Software · Problem Solving · Easily
Adaptable · Solution-oriented

Channel Sales Director, Global Accounts
3D Networks

Sep 2012 - Mar 2017 · 4 yrs 7 mos

Austin, Texas Area · Remote

- Business Development and channel support for strategic partners and the nation's largest System Integrators, MSPs, Technology Partners and VARs in the US driving business into the AsiaPac region.
- Drive indirect sales revenue by recruiting, onboarding, and managing Systems Integrators, VARs and Technology Partners to drive revenue growth north of \$6MM annually.
- Work with Global Account Managers and Sales Engineers out of Singapore to Discover, Design, Deploy and Manage some of the world's top brands.
- Provide ongoing management of enterprise solutions for Customer Management, Professional Services, Support Services, Cloud Solutions, IaaS, SaaS, Unified Communications, and Managed Services.
- Develop new clients while maintaining existing global accounts.
- Represents the company at trade shows building the brand for strategic partnerships and network of contacts.

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Channel Partner Manager - Southwest
Telarus, Inc.

Jan 2005 - Apr 2012 · 7 yrs 4 mos

Austin, TX · Remote

Promoted through roles of increased scope and accountability to direct business development and sales of telecom, SaaS, and cloud solutions throughout Southwest Territory. Oversaw sales activities and utilized sales analytics to develop and implement new processes and programs, collaborating with internal and external business partners across organization to drive continuous improvements. Trained and onboarded new agents, partnering with national suppliers and national suppliers' agent partner teams including dedicated channel managers and sales engineers.

Supported partners with scaling solutions through facilitation of training and sales enablement programs

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Channel Manager
New Edge Networks

Mar 2001 - May 2004 · 3 yrs 3 mos

Austin, Texas Area · Hybrid

Business / Market development focusing on agent, reseller and wholesale partner acquisition consisting of prospect identification, sales calls and presentations. Demonstrated experience successfully selling Internet / IP – T1, DS3, Aggregation and wide area networking products (FRODSL, FRAME, ATM, VPN). Recruited and signed more than 70 Business Partners. Consistently hitting or exceeding quota targets • Successfully achieved membership in President's Club 2002-2004 and held status as Quota Buster.

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Account Manager

ConnectSouth

Oct 2000 - Mar 2001 · 6 mos

Austin, Texas · On-site

Joined ConnectSouth just before the end of the dotcom glory days. During my short stay, I impressed the leadership team enough to be asked to join 19 others to start the Direct Sales Team for New Edge Networks.

Skills: Leadership · Computer Literacy · Analytical Skills · Sales · Business-to-Business (B2B) · Written Communication · Business Development · Sales Process · Communication · Direct Sales · Enterprise Software