

Job Description | Manager, Strategic Partnerships

ABOUT CLOUDRISE

Cloudrise is a security services provider focused on protecting organizations' data - wherever it resides. Whether on-prem, in the cloud, or someplace in between, Cloudrise protects organizations' data throughout its entire lifecycle. We build, deploy, optimize, and manage data security programs and market-leading platforms. With centers of excellence in Colorado and London, our experience spans multiple industries, geographies, and organizational sizes.

POSITION SUMMARY

The Strategic Partnerships Manager is a contributor to sales/marketing programs and the liaison within the re-seller and strategic partner base for Cloudrise.

DUTIES & ESSENTIAL JOB FUNCTIONS

- Meet assigned MBOs.
- Be the ultimate ambassador of the Cloudrise brand and demonstrate ability to articulate Cloudrise value proposition to end users and partners.
- Support sales training programs for strategic partners, maintaining alignment with and providing partner feedback to direct sales, marketing, delivery and development teams.
- Proactively lead joint partner planning processes to identify target accounts and opportunities that will lead to partner-initiated opportunities.
- Establish relationships with key personnel in channel accounts.
- Manage potential channel conflict with other firm sales channels by fostering excellent communication internally and externally, and through strict adherence to channel rules of engagement.
- Develop content and assist in the creation of collateral to aid in education and awareness amongst the partner field teams and their third-party relationships.
- Work closely with Cloudrise marketing team to plan, coordinate, and attend events and channel/technology partner enablement activities.
- Manage all aspects of assigned partner relationships: business planning, service sales training, marketing events, demand generation.
- Work closely with Regional Sales Managers and Sales Leadership to grow revenue for assigned partners by focusing on national re-sellers, regional re-sellers, and regional alliance partners.

QUALIFICATIONS

- 2 + years of experience working with re-sellers as a CAM or Account Manager
- 50% Travel is required
- Understands the re-seller business model and how services fit into that model
- Expert in Salesforce.com
- Possess an entrepreneurial/start-up mentality; willingness to wear multiple hats and thrive on doing something different every day.

This list of duties and responsibilities is not intended to be all-inclusive and may be expanded to include other duties or responsibilities that management may deem necessary from time to time.

To apply, please send your resume and a cover letter to careers@cloudrise.com.