



Business Development Alliances Director

UK/France

EfficientIP is a network automation and security company, specializing in DDI (DNS, DHCP, IP Address Management). Our Smart DDI approach offers enterprises and service providers a unique appliance-based solution to intelligently simplify and automate design, deployment and management of their critical network infrastructure. Through patented technology, our 360° solution suite secures DNS services to safeguard sensitive data and ensure application access. Companies in all sectors rely on our offerings to face the challenges of key IT initiatives such as cloud, IoT, 5G, and mobility.

Position Profile

The Director of Global Strategic Alliances & Partnerships drives the operational execution and has input into the strategic direction on the alliances ecosystem. In this role the Director is responsible for building and managing business relationships with our MSP, CSP and Network Solution partners. The right candidate may also oversee the strategic Value Add Reseller and System Integrator (VAR & SI) program in cooperation with the existing members of the Partner Team. The Global Strategic Alliances & Partnerships Director must understand the different types of partner program strategies and how they align with the EfficientIP corporate strategy, products and solutions. The primary measures of success for this position will be the profitable revenue generated as a result of these partnerships.

We are looking for an energetic, result-oriented and well-organized leader who has a track record of managing successful partner programs that accelerate growth and partner engagement in an ecosystem.

Responsibilities

- Develop, drive and maintain impactful and engaging partner programs in collaboration with sales and channel teams, and with the support organization
- Create and maintain standardized program deliverables, and ensure fluid program updates communication internally and externally
- Direct ownership to identify, recruit and manage key strategic MSP/CSP/NSP partners
- Oversee the VAR & SI channels strategy (including channel marketing) and execute team leadership with direct reports to drive overall revenue growth through dedicated programs
- Develop enablement programs to train and motivate partners, and monitor efficacy
- Measure and coordinate partner performance evaluations across teams based on defined quantitative and qualitative goals
- Deliver consistent and predictable bookings through joint business planning
- Collaborate with the Technology Alliance team to contribute to the overall Partner strategy and prioritization plan for coverage area
- Engage with Partner C-level executives to set and exceed goals

Skills & Abilities

- Minimum of 7 years of experience in Business Development, Partner Programs, Program Management or other relevant experience in networking, security and cloud industries
- 'Whatever it takes' attitude and motivation to deliver above quota performance
- Demonstrated ability to develop and drive partner program execution to deliver business growth
- High ability to work with cross-functional teams to deliver business results
- Proven ability in navigating complex organizations to evangelize and influence at all organizational levels and across all functions
- Excellent relationship building skills and deep understanding of how to develop and manage relationships with partners
- Mentoring/Coaching skills to motivate, challenge and lead by example and direct a team
- Must be clear, concise, and collaborative with excellent written and verbal communication skills
- MBA degree or equivalent

What We Offer

We offer a great opportunity to grow with our company, in a rapidly advancing and strongly innovative environment.

At EfficientIP, we fully believe in congeniality in the workplace and in our relationships with our customers, partners and colleagues. We ensure a positive work environment that is encouraging, enthusiastic and motivating to our team. This approach breaks down barriers in order to stimulate our company's ambition of constant overachievement.

You will be part of a fun & ambitious team!

Interview process

Interview with Stéphanie, our HR Manager

Interview with Ronan, our CMO

Interview with Philippe, our VP Sales for Europe

To apply, please send your cv and cover letter to careers@efficientip.com