

## **“UK – Vice President, Global Channels and Alliances – Innovative SaaS Solutions”**

### **Company Description**

This high-growth Nordic headquartered Enterprise SaaS firm is seeking to hire a Vice President to build out the global go to market strategy for Channel and Alliances. Their innovative and unique proposition not only provides a superb business solution to a global business problem, but it also has a huge environmental and sustainability business case as well! The company has already signed up a host of clients and partners across Europe and globally and having recently received additional VC funding, is on an aggressive growth path.

This unique and truly exciting opportunity will require the job holder to define and implement partner strategy and all of the aspects required when building a new global channel strategy.

### **Role:**

- Create vision & strategy and execute plans to achieve annual partner targets
- Build a revenue generating global channel strategy
- Cultivate relationships with partners. Drive revenues and metrics ensuring team objectives are met
- Drive revenues from clients through direct sales support, channel enablement, new partner on-boarding and partner sales/services support
- Build a high performing channel sales team
- Build partnerships with go to market partners capable of delivering reach and scale  
Grow relationships with Resellers to position solution for end customers
- Provide support to Resellers to manage sales, negotiations, lead referrals and indirect sales activity
- Create and negotiate partnership agreements with complex licensing or pricing options
- Create detailed operational plans with partners to include targets, marketing and joint collateral

### **Skills Required:**

- Proven experience of building an international channel business in an early stage SaaS environment
- Hands on as well as a strategic player
- A true channel thought leader with a proven record of driving revenue in a rapidly growing channel partner environment
- Cross-functional influence, relationship building, and project management skills plus a broad global network ranging from partners, customers, sales, functional and technical management
- Exceptional presentation and communication skills with executive presence
- Excellent leadership and motivational skills required to lead and train staff
- Strong team player ethic and leader of high-performance teams
- This job requires significant domestic and international travel with presence in the London, UK Office
- Bachelor’s Degree required, MBA a plus

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