

“EMEA/APAC Director of Alliances, eCommerce Solutions”

Location – UK, Thames valley / home office / international travel in EMEA and APAC

Company Description

This VC backed, North American, award-winning eCommerce business offers the most up to date solution in the market today. The proposition is highly regarded by the analysts and they are growing their footprint globally with an enviable partner and client list.

Due to continual growth, we are looking to hire a high achieving and hands on Director of Alliances to continue to build and lead the channel and alliances ecosystem in the EMEA and APAC regions. Ideal candidates will have experience of the eCommerce sector or other types of proposition that form part of the overall eCommerce ecosystem.

Role:

- Lead the channel strategy and execution in the EMEA region with some focus also in APAC
- Work with partners to support joint sales strategies and pipeline building as well as marketing programs to facilitate new business partner lead sales strategies
- Work closely with EMEA and US leadership team to enhance global alliances strategy and execution
- Continue to support and lead existing partners whilst opening new relationships with new partners
- Support partners to build sales delivery capacity and knowledge share in relation to sales capability, technical, functional and solution training as well as sharing best practices
- Working closely with partners on joint sales and marketing programs
- Ensure that all channel enabled sales targets are met
- Play a critical role in a rapidly evolving and exciting company
- Travel expected across the territory

Skills Required:

- Experienced in the development of relevant channels and alliances in the eCommerce or related sectors
- Highly credible in leading senior level conversations in both partner and end user clients
- A combination of both tactical partners led sales capability combined with strategic focus and engagement
- A creative alliance sales “deal maker” and closer
- A team player, collaborative, authentic and able to travel as required

Apply to Paul French, paf@intrinsicsearch.com

Paul French, Director – Intrinsic Executive Search
SaaS Headhunters
Telephone: +44 (0) 1962 828785
paf@intrinsicsearch.com
www.intrinsicsearch.com