

Cyber Risk Partner Alliance Manager

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Company: Dell

Location: United Kingdom

Category: other-general

What you'll achieve

As an Alliances Manager you will be responsible for execution of cyber-insurance and cyber-risk product/services strategy. You will work closely with CRP program director to maximize IR revenue and software ACV pull-thru via cyber insurance partnerships. It will be critical to partner with Channel Sales/Technology Alliances and Marketing on the delivery of the value proposition for the program and demonstrate our differentiated value to cyber insurers, breach coaches and brokers. Your connections and relationships within the cyber risk space will help us drive insurance requirements back into the IR roadmap with the goal of being the preferred vendor for cyber risk partners. You will be the ongoing technical alliance/partner manager for cyber insurance companies to ensure we sustain our insurance panel memberships and maintain a market leading offering on the panel. You will partner with breach coaches and other complementary breach response vendors to drive alignment to enhance customer experience.

Role Responsibilities

Evaluate and vet potential cyber-insurance and legal partnerships that will deliver a positive ROI for Secureworks

Identify new partnership opportunities that align to CRP strategy and have potential for high ROI

Serve as a Secureworks product evangelist for Secureworks offerings positioned to potential Cyber Insurance partners.

Optimize value of existing partnership by assuming day-to-day responsibility for ensuring the

success and improving the overall value of our existing partnerships via innovation.
This should result in more new business revenue being driven through our partnerships.

Stay current on cyber risk industry trends and the technology ecosystem to drive the partnership strategy

Contribute to roadmap of capabilities necessary to enable Secureworks inclusion on a growing number of panels.

Conduct competitive analyses to remain informed about the competitive landscape (use this information to inform your portfolio plans and establish meaningful market differentiators)

Minimum Requirements

Four (4) years' experience working with Cyber Insurers, Cyber Insurance Brokers, Breach Coaches

Bachelor's degree or equivalent experience required

Preferred Skills

Experience collaborating with Product Management, Marketing, Sales, and Finance functions

Ability to influence others – create a vision and align others around it

Communication skills necessary to reach a wide variety of perspectives represented by different, internal and external groups

Experience building and/or managing and growing a portfolio that includes incident response services.

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