

United Kingdom Jobs Expertini®

Director, Strategic Alliances - Global System Integrators

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Company: OneStream Software

Location: United Kingdom

Category: other-general

ABOUT THE JOB

The Director of Strategic Alliances, Global System Integrators (EMEA), Nordics/UKI is responsible for recruiting, developing, and managing our Global System Integrator relationships inclusive of but not limited to; PwC, KPMG, IBM, Accenture and Deloitte. Required to operate as one alliances team which may include covering the consulting partners The predominance of this role will be the care and feeding of the Global System Integrator firms in each country of presence in your region and recruiting new country entities to ensure the successful achievement of targeted revenue goals in the region.

You will be expected to engage senior leaders at these companies to facilitate the development of solution assets, sales opportunities, the management of existing opportunities, oversight on implementation best practices, communicate product and company messaging, and plan joint marketing and sales activities which align and support the stated goals. You will be given the critical task of taking OneStream's relationship with these firms to the next level.

Additionally, OneStream Alliances operate as a single cohesive team to grow our partner ecosystem across every territory. In response to business needs, the responsibilities of this role could on occasion extend to supporting regional Consulting partners (a separately managed community), or encompass activities outside the defined territory, as needed.

PRIMARY DUTIES AND RESPONSIBILITIES

For each relationship, develop, monitor, manage, and achieve co-sell revenue, solution asset development and enablement goals and oversight on best practice implementation

standards

Work closely with cross functional teams and engage the firms frequently to ensure OneStream product information and messaging are properly conveyed to the Global System Integrators

Build practice capacity to provide the foundation for ongoing scalable, sustained growth year-on-year

Coordinate with the OneStream Global System Integrators lead & regional sales teams, field marketing, product marketing, product development and strategy teams to align with all firms

Ensure the firms are complying with OneStream Strategic Alliance policies

Be the main point of contact for all Alliance communication, including conflict resolution

Ensure the company objectives related to the Global System Integrators are achieved and periodically reported to the executive management team

QUALITIES OF A SUCCESSFUL CANDIDATE

REQUIRED EDUCATION AND EXPERIENCE

Fluency in English language an absolute MUST

Experience in the Nordic & UK software industry required

University degree in fields such as (but not limited to) Accounting, Business, Finance, or equivalent work experience

Experience working with Global System Integrator alliances is a MUST

8 plus years of experience in Partner, Channel or Alliance management

Sales, Marketing, or Channel experience with a CPM (Corporate Performance Management) or EPM (Enterprise Performance Management) with either a CPM software vendor or CPM implementation partner

Proven success building effective, sustainable working relationships internally and with alliances

Excellent written and oral communication skills, with strong ability to build and communicate business rationale

High quality organizational skills

Proven effectiveness collaborating in small teams and desire to work in a fast-paced, evolving environment

Ability and willingness to travel 25%

PREFERRED EDUCATION AND EXPERIENCE

Graduate degree in business or finance preferred

Experience in enterprise software (CPM/EPM a plus)

PERSONAL ATTRIBUTES

Strong executive presence to keep pace with senior Partners, Principals and Managing Directors at Global System Integrator Firms

Knowledge of Global System Integrators firms Go-To-Market strategies and engagement models with technology vendors

Understand how to operate in an externally matrixed organization

Strategic thinker who can innovate

Diligent

Highly professional and approachable demeanor

Self-starter who is results driven

Flexible and adaptable

Ability to manage multiple tasks and responsibilities

Detail oriented

Legally authorized to work for any company in the country where this position is located without sponsorship

WHO WE ARE

OneStream® is an independent software company backed by private equity investors.

OneStream provides an intelligent finance platform built to enable confident decision-making and maximize business impact.

OneStream unleashes organizational value by unifying data management, financial close and consolidation, planning, reporting, analytics, and machine learning. We empower Finance and Operations teams with AI-enabled insights to make faster and more intelligent decisions every single day. All in a single, modern CPM platform designed to continually evolve and scale with your organization. To learn more visit .

WHY JOIN THE ONESTREAM TEAM

Transparency around corporate structure, salary, and benefits

Core value of customer success

Variety of project work (not industry specific)

Strong culture and camaraderie

Multiple training opportunities

BENEFITS AT ONESTREAMOneStream employees are passionate, hardworking individuals who go above and beyond to keep our customers happy and follow through on our mission statement. They consistently deliver the best and in turn, we make every effort to keep them cared for and happy. A sample of the benefits we provide are:

Excellent Medical Plan

Dental & Vision Insurance

Life Insurance

Short- & Long-Term Disability

Vacation Time

Paid Holidays

Professional Development

Retirement Plan

OneStream is an Equal Opportunity Employer

#LI-NB1

#LI-Remote

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