

United Kingdom Jobs Expertini®

Director, Technology Alliances, EMEA

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Company: OneStream Software

Location: United Kingdom

Category: other-general

ABOUT THE JOB

The Director of Technology Alliances, (EMEA), is responsible for recruiting, developing, and managing our Global Technology relationships with a primary focus on Microsoft. You will be given the critical task of taking OneStream's Microsoft relationship to the next level to raise OneStream's global brand awareness. The predominance of this role will be successfully aligning OneStream's strategic technology initiatives to satisfy market demand/requirements by leveraging the Microsoft ecosystem and ensure successful execution of go to market activities that produce qualified lead generation for Field Sales. You will be expected to engage senior leaders to facilitate the development of solution assets, sales opportunities, the management of existing opportunities, communicate product and company messaging, and plan joint marketing and sales activities which align and support the stated goals.

PRIMARY DUTIES AND RESPONSIBILITIES

For each relationship, develop, monitor, manage, and motivate co-sell opportunities, solution asset development and enablement goals and project oversight.

Work closely with cross functional teams and engage frequently to ensure OneStream product information and messaging are properly conveyed to Microsoft.

Directs and controls the activities of a broad functional area through several department managers within the company.

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

Coordinate with the OneStream regional sales teams, field marketing, product marketing, product development and strategy teams and ensure compliance with OneStream Alliance policies.

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

Ensure the company objectives related to the partner channel are achieved and periodically reported to the executive management team.

QUALITIES OF A SUCCESSFUL CANDIDATE

REQUIRED EDUCATION AND EXPERIENCE

Four-year college degree in fields such as (but not limited to) Accounting, Business, Finance, or equivalent work experience.

Experience working with Microsoft alliances is a required

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

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

PREFERRED EDUCATION AND EXPERIENCE

Graduate degree in business preferred

Multilingual, preferred

PERSONAL ATTRIBUTES

Strong executive presence to keep pace with both internal and Microsoft leadership.

Knowledge of Microsoft's Go-To-Market strategies and ISV engagement model.

Understand how to operate in an externally matrixed organization.

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

Presentation Skills: Skilled communicator and effective at delivering executive level presentations.

High quality organizational skills.

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

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 ONESTREAM OneStream 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

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