



Partner Development Manager

Level: Individual Contributor

Location(s): UK

Travel Requirements: Regular UK travel, infrequent International travel

Compensation: Varies based on experience and network

Job I.D.:

Founded in 1997, Foresite is a pure play Security Services company, emerging as the preeminent source for managed security and cloud solutions. These unique and flexible solutions offer businesses innovative ways to address the liabilities of today's complex security and compliance requirements. Our professionals, long experienced and highly knowledgeable in IT management and security, apply their expertise to providing superior product performance and unparalleled customer service through Foresite's proprietary ProVision platform.

Foresite is a Moneo Group Company, headquartered in Overland Park, Kansas, with operations centres in KC and Farnborough, UK. The Moneo Group is an Information Technology operating company investing in businesses that have high growth potential, providing capital and operational guidance to achieve growth.

Position Summary:

The Partner Development Manager will be responsible for maintaining and growing reoccurring service revenue through our partner channels. They will be responsible for developing and fostering internal and external relationships and supporting business operations for the successful delivery of services. Successful candidates will have proven track record as a top sales performer for B2B technology companies, preferably in IT outsourcing or managed security services. The position reports directly to the EMEA Managing Director.

Responsibilities:

- Responsible for driving Foresite revenue through strategic channel partners.
- Hunting for and developing new strategic partnership opportunities for Foresite.
- Develop, maintain and improve business relations with all strategic Foresite partners.
- Drive the development and implementation of marketing and lead gen plans with partners.
- Participates in industry events and conferences to drive lead generation and market awareness for Foresite.
- Provide input to constantly improve our products and services to add value for our customers and shareholders.

Qualifications:

- Ideally 5+ year's successful sales experience in information technology or security (experience in managed services preferred).
- Channel/Partner sales experience essential.
- Detailed understanding of the sales processes, sales reporting including sales forecasting and territory planning & management.
- Demonstrated ability to consistently achieve and exceed revenue targets
- Proven ability to recognize and analyze go to market approaches, marketing programs, joint value propositions, and business cases around strategic partnerships.
- Proven leadership role in driving initiatives, working across organizations and structuring approaches to new opportunities .
- Must be able to work well with others as part of a team. Needs to be a strong team player and builder - **a collaborator**. It is important that this individual be able to manage up, across and down.
- Education to degree level or equivalent experience required.

Skills:

- Excellent verbal and written presentation and communication skills
- Strong organizational skills with ability to handle various tasks; attention to detail
- Outstanding collaboration skills, with proven ability to work with multiple stakeholders across business lines to accomplish shared goals and manage expectations
- Cross-functional influence, relationship building, and project management skills toward a broad constituency ranging from customers, channel partners, sales, marketing, and technical management
- Strong business acumen and negotiation abilities
- Professional demeanor and strong work ethic
- Ability to work with both technical and non-technical customers/peers to research and resolve problems
- Self-driven and dynamic
- Ability to manage multiple tasks and schedules

To be considered for this position, please email your C.V. in confidence to Jason.Humphreys@foesite.com.