



## Partner Account Director (PAD)

---

**Location:**  
**Travel Requirements:** 40%

**Compensation:**  
**Job I.D.:**

---

Foresite is a global service provider, delivering a range of managed security and consulting solutions designed to help our clients meet their information security and compliance objectives. In the face of increasingly persistent cyber-threats, Foresite's solutions empower organizations with vigilance and expertise to proactively identify, respond to, and remediate cyber-attacks and breaches where they occur.

Our team of industry veterans work as an extension of our clients' staff, providing peace of mind while securing their most important assets. For more information, visit us at <http://foresite.com> or contact us at [info@foresite.com](mailto:info@foresite.com).

### Position Summary:

The Partner Account Director will be responsible for maintaining and growing reoccurring service revenue, fostering internal and external relationships, and supporting business operations for the successful delivery of services. Successful candidates will have a minimum of 8 years of experience as a top sales performer for B2B technology companies, preferably in IT outsourcing or managed security services. The position reports directly to the Vice President of Sales.

### Responsibilities:

- Responsible for driving Foresite revenue through strategic channel partners
- Manages sales forecasting, planning, and budgeting processes
- Develops, maintains and improves business relations with all customers of the Company
- Fosters close working relationships with internal and external stakeholders to ensure the organization's efficient operation and success
- Where appropriate, participates in opportunity strategy development to help close business and meet annual objectives. Serves as advocate for the customer ensuring customer perspective is clearly understood at Foresite
- Collaborate closely with other team members to ensure alignment and integration of sales and channel strategies, projects and programs for successful implementation and execution
- Assists in the development and implementation of marketing plans. Provides leadership on go to market plans for new products, participates in industry events and conferences, works with Marketing on competitive and market analysis and provides input regarding new product and new application opportunities
- Responsible for the recruitment, training, performance management, and development of the Client Experience team. Supervisory responsibilities include establishing objectives, measuring and monitoring performance, coaching, and providing timely feedback regarding performance

- Provide input to constantly improve our products and services to add value for our customers and shareholders
- Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team
- Other duties and special projects as assigned

## Qualifications:

- 8+ years successful sales experience in information technology or security (experience in managed services preferred)
- Detailed understanding of sales processes, sales reporting including sale forecasting, Salesforce automation, territory planning & management, and incentive compensation required
- 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
- Bachelor's degree 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
- Ability to manage multiple tasks and schedules

To be considered for this position, please email your resume in confidence to [jobs@foresite.com](mailto:jobs@foresite.com).