
Overview:

The Enterprise Alliance Manager will report to the Vice President of Global Sales. The successful candidate will cultivate and maintain relationships among business partners while also developing strategies to increase revenue for Global Software Inc. The successful candidate will collaborate as part of a team to build and grow strategic partnerships and execute on joint selling propositions including referral, influence, co-sell, resell and OEM programs that provide clear revenue objectives for both parties

Major Duties/Specific Skills:

- Identification, qualification, recruitment, enablement and management of a focused portfolio of strategic partner relationships achieving revenue objectives aligned by partner
- Development of business cases for potential partnerships by performing research on market opportunity/valuation and partner business/technical viability
- Determination of strategies required to penetrate and develop initiatives across each partner's solution and vertical practices and execute on go-to-market programs to drive revenue
- Leverage Global Software Inc. product capabilities to build stronger relationships with current partners and evaluate, prioritize and deliver additional integration solutions where possible

Requirements/Experience:

- Demonstrated ability to build executive level relationships among our partners
- 5+ years of experience selling software, preferably BI tools
- Strong record of achieving revenue
- Knowledge of Data Management, BI or vertical solutions partners
- Understanding of Partner Programs and contracts associated with them
- Must be self-starter and able to work independently within a matrix organization
- Highly engaged with partner manager organization and pre-sales team
- Salesforce.com experience a plus

About Global Software, Inc.

Global Software, Inc. is the leading provider of Microsoft Excel-based automation & reporting software solutions to enhance the world's foremost Business Intelligence (BI), Enterprise Resource Planning (ERP) and operational platforms. The Company's flagship offering, Spreadsheet Server streamlines data analytic processes and bridge the operational gap between Company data and reporting, resulting in timely and cost saving secure financial and operational reporting, budgeting, and automated report delivery. With best-in-class solutions, their Dynamic Spreadsheet Methodology (DSM), a highly scalable and efficient operating platform, and a strong track-record of success, Global Software, Inc. has grown to be the most dominant provider in Excel automation and data analysis. Spreadsheet Server is at the center of converging trends – supremacy of Microsoft Excel, demand for reporting, growth in the business automation software industry, and increased investment in IT. Founded in 1973, with worldwide headquarters in the Research Triangle region of North Carolina, USA, Global's products are used in 50+ countries, by over 2,500 supported customers, 50,000 users worldwide who are serviced by Global's 24/7/365 support infrastructure.