



Title: Partner Alliance Director

Location: REMOTE

Employment Type: Full-time

DETAILS

The purpose of the Director of Partner Alliance role is to work across departments with leadership to identify and develop a partner ecosystem designed to drive growth and enhance capabilities for the company.

The Partner Development Director will set the strategy and develop a team to support and drive individual partnership relationships. Other responsibilities include:

- Align Go-To Market strategies for the partner ecosystem with Sales and Marketing managers and leadership
- Develop and maintain meaningful, sales-oriented relationships with partner executive leadership, regional management, and key account teams.
- Understand the company portfolio of brands and sales execution model target markets and identify & qualify potential capabilities/opportunities stemming from the partner
- Act as the ATP Gov (and extended company brands) ambassador for the overall partner relationships
- Collaborate with Capture and proposal development team on partnership to support initiatives and strategy
- Enhance the company's portfolio of offerings with new vendor technology solutions
- Assume a sales-focused approach and negotiate new relationships and or new initiatives within existing relationships.
- Ensure ATP Gov compliance with any Alliance agreements

Typical Day:

Work with all channel organizations to identify beneficial partnerships, managing with regular cadence to meet the identified goals of the partnership.

- Develop and maintain relationships with strategic partners.
- Clear the path to revenue for sales team issues
- Assess new partnership opportunities
- Develop team members, focusing on training

Desired Experience:

- At least 10 years in partner manager role within the Federal industry
- Experience executing on a Partnership strategy, using a structured approach and governance model for managing our ecosystem partnerships, while demonstrating an ability to develop and nurture strong executive relationships with senior partner executives.

Requirements:

- Bachelor's Degree
- Previous experience in contracting and proposal support
- Excellent oral and written communication skills
- Strong leadership skills and ability to work well with a team
- Ability to multi-task
- Strong organizational skills
- Willingness to travel

Additional Details:

Compensation includes a base salary, commission, and benefits (PTO, 401(K), Health Insurance). ATP Gov is an Equal Opportunity Employer.

ATP Gov is a leading provider of [information technology solutions](#) for the Federal Government. Our customers rely on us to meet their goals and technology challenges with intelligent solutions. We have carved a niche by anticipating our clients' needs and focusing on their mission, not ours. We provide the highest quality computer products, supplies, and services at competitive prices via notable contracts such as SEWP V, GSA, 2GIT, and ADMC-3. We pride ourselves on the depth and breadth of our partnerships, that range from proven industry leaders to partners with solutions on the forefront of technology. Regardless of how our customers consume technology, ATP Gov can help them prepare for what's next.

In addition to our Greater Chicago Headquarters, we have representatives all over the United States and support that stretches across the globe. To learn more, visit our website at www.atpgov.com or call 1-877-223-2667 or 1-847-952-6900

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