

Job Title: Alliance Partner Expert
Location: Hybrid (Mumbai)
Company: PibyThree Consulting Services
Experience Level: 5+ Years

Job Summary:

The Alliance Partner Expert will drive strategic partnerships and alliances to enhance the company's market presence, revenue growth, and technological innovation. This role focuses on building, managing, and optimizing relationships with key technology partners, vendors, and stakeholders in the IT industry. The ideal candidate will have 5+ years of experience in alliance management, business development, or partner ecosystems within an IT company, with a proven track record of fostering mutually beneficial partnerships.

Key Responsibilities:

- **Partnership Development:** Identify, evaluate, and establish strategic alliances with technology partners, system integrators, and other relevant stakeholders to drive business objectives.
- **Relationship Management:** Serve as the primary point of contact for alliance partners, nurturing long-term relationships and ensuring alignment on goals, deliverables, and mutual success.
- **Revenue Growth :** Collaborate with sales and marketing teams to develop joint go-to-market strategies, co-branded solutions, and campaigns that drive revenue and market expansion.
- **Contract Negotiation :** Lead the negotiation of partnership agreements, ensuring favorable terms, compliance, and alignment with company objectives.
- **Performance Tracking :** Monitor and report on partnership performance using KPIs such as revenue contribution, deal pipeline, and customer adoption of joint solutions.
- **Cross-Functional Collaboration :** Work closely with product management, engineering, and delivery teams to align partner solutions with the company's technology roadmap and customer needs.
- **Market Insights :** Stay updated on industry trends, competitor partnerships, and emerging technologies to identify new alliance opportunities.
- **Event Representation :** Represent the company at industry events, trade shows, and partner summits to strengthen brand visibility and deepen partner engagement.

Qualifications:

- **Experience :** Minimum of 5 years in alliance management, business development, or partner ecosystems within an IT company (e.g., software, cloud, cybersecurity, or IT services).
- **Education :** Bachelor's degree in Business, Marketing, IT, or a related field; MBA or advanced degree is a plus.
- **Technical Knowledge :** Familiarity with IT solutions such as cloud computing, SaaS, cybersecurity, AI/ML, or enterprise software.

Skills :

- Strong negotiation and contract management skills.
- Excellent communication and interpersonal skills to engage diverse stakeholders.
- Proven ability to develop and execute go-to-market strategies.

- Analytical mindset with experience using CRM tools (e.g., Salesforce) and partnership performance metrics.
- Ability to work independently and manage multiple priorities in a fast-paced environment.
- Certifications (Optional): Certifications in alliance management, cloud platforms (e.g., AWS, Azure), or project management (e.g., PMP) are a plus.

Preferred Attributes :

- Established network of contacts within the IT partner ecosystem.
- Experience working with global partners and managing cross-border alliances.
- Proactive problem-solver with a strategic mindset and a passion for driving collaborative success.