

Prelert Job Description

Director/VP, Business Development

Responsible for defining, locating developing, negotiating and closing OEM business relationships within the IT Security, IT Operations and Cloud Service Provider vendor communities.

Job Duties:

- Define OEM go-to-market plan, aligned with corporate goals, by researching OEM candidates in the IT Security and IT Operations markets and analyzing the strategic and tactical value of each of them
- Discover and explore opportunities, identifying the right people in each of the selected target accounts and based on industry research develop account specific value proposition
- Screen potential business opportunities by analyzing market strategies, deal requirements, relationship value towards publicity and dollars, and evaluating options while resolving any internal priorities
- Develop and execute pricing and negotiating strategies and positions for each opportunity by aligning with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
- Close new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Protect organization's value by keeping information confidential.

Skills and Qualifications:

- Must have proven track record of successfully identifying and closing software related OEM partnerships
- Requires a bachelor's degree in business or engineering with a strong understanding of either the IT Security or IT Operations vendor community
- Must have the ability to manage consistently to a common plan, providing and aligning with corporate strategies and executive leadership
- Requires proven verbal and written communication skills, solid business, technical, and application-solving aptitude, sales presentation skills, industry and marketing skills.
- Requires a high degree of direct sales management and opportunity

assessment skills thru the implementation of account sales plans, preferably with experience with the Sandler Selling methodology

- Ideal candidate has significant startup experience and success, selling to both business and technical audiences
- Location flexible in U.S., although San Francisco or Boston preferred.