



Job Title:	Director of Channel Partnerships	Job Category:	Sales
Department/Group:	Blue Team Alpha	Manager:	Blue Team Alpha CEO/Practice Manager
Location:	St. Paul, MN	Travel Required:	As Needed
Level/Salary:	DOE (Base + Commissions & Override)	Position Type:	Full Time

Job Description

About Blue Team Alpha:
 Blue Team Alpha specializes in Managed Security Services, breach investigation and remediation services. We provide top-notch Information Security and Technology talent to our customers. Our experienced staff help foster a friendly work environment to facilitate knowledge sharing among our team. BTA team members go above and beyond to meet client and employee needs by encouraging our employees to continue their professional development and bring their unique knowledge and experience to the team.

Job Purpose:
 This is a leadership role at Blue Team Alpha. The goal of the Blue Team Alpha Channel Partnership Program is to position Blue Team Alpha as a critical component to our Channel Partner’s success to produce \$6M of annual service-based in channel sales revenue by January 1st, 2023. The Director of Channel Partnerships has autonomy to drive these results and build their team as they see fit. The Director of Channel Partnerships is overall responsible for the Channel Partner Program for Blue Team Alpha. The purpose of this role is twofold. First is to grow Blue Team Alpha’s business through finding new channel partner relationships with Managed Service Providers and Managed Security Service Providers. The second purpose is to lead the Channel Account Managers that maintain the existing channel partnerships to provide white-glove service to deepen the channel partnerships.

The Director of Channel Partnerships is tasked with driving revenue from existing channel partners, as well as adding new channel partners to a total of \$6MM in annual sales. The Director of Channel Partnerships is directly responsible for the revenue growth of up to \$2MM in Blue Team Alpha’s channel sales from new channel partner accounts. Of the 2MM target, 10% is expected to be generated by existing channel relationships, leaving 90% for new partnerships delivered by the Director of Channel Partnerships.

- Duties:**
- Find, Sign, and drive revenue from new channel partnerships with MSP’s and MSSP’s
 - Train New Channel Partner Sales staff on BTA Products and Services to drive sales
 - Broker large partnership deals with new channel partners
 - Set Monthly/Quarterly/Annual Sales Goals for Channel Account Managers
 - Supervise and coach the Channel Account Managers to help them reach their individual goals and the team goals
 - Recommend products to channel sales team members for their channel partnership accounts
 - Maintain the Channel Partnership Department Budget, and participate in budgeting process
 - Participate in Leadership Meetings as required, including providing updates to their peers and leadership as required
 - Provide insight and thought leadership to Marketing Department for marketing materials
 - Provide an environment for Channel Account Managers to succeed at hitting their goals

- Skills/Qualifications:**
- 10 years’ Experience in Information Security Sales required



- Proven experience growing Channel Account Programs
- Must be able to speak to and demonstrate knowledge of penetration testing, vulnerability management, Incident Response, vCISO, Risk Assessments, and Security Programs

Benefits:

We offer our employees a robust compensation package! Our comprehensive benefits include: medical, dental, vision insurance coverage; 100% company-paid life and disability coverage, unlimited PTO after the first 100 days of employment, and much more. Blue Team Alpha proudly promotes from within as part of a strong commitment to providing career growth opportunities for employees of all levels. Our diverse business portfolio allows employees broad career options with the advantage of staying with the same organization.

The company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.