



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

Job Description

This role is to grow Blue Team Alpha’s business through strategic relationships with insurance carriers, breach coaches and others in the incident response ecosystem. This role has a base salary, with a heavy weight on non-capped commissions. Commissions are generated by the sales delivered to Blue Team Alpha once on a panel.

Job Purpose:

The Director of Strategic Alliances is responsible for the overall revenue growth from Blue Team Alpha’s strategic partner sales. The revenue increase is to come from the establishment of new relationships and cultivating them into a revenue stream with the goal of reaching 1MM in sales in the first year in the role.

Duties:

- Be an Ambassador for Blue Team Alpha while engaging with legal firms, insurance carriers and others in the Incident Response ecosystem
- Land Blue Team Alpha on one insurance, legal, and/or breach coach firms monthly
- Conduct sales calls and meetings with sales team members working with the panel firms during onboarding process
- Collaborate with Marketing to build and execute on marketing strategies that will deliver additional panel opportunities
- Attend Cyber Insurance trade shows, conferences, and other events to build relationships and deliver additional panel opportunities

Skills/Qualifications:

- Previous Experience working with Insurance Carriers and Breach Coaches to be placed on firm panels
- Previous experience as a cyber claims’ adjuster or broker
- Must be able to speak to and demonstrate knowledge of penetration testing, vulnerability management, Incident Response, Forensics, vCISO, Risk Assessments, and Security Programs

About Blue Team Alpha:

Blue Team Alpha specializes in Managed Security Services, Breach investigation and Remediation services. We operate a Security Operations Center for customers and 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.

Benefits:

We offer our employees a robust compensation package! Our comprehensive benefits include: medical, dental, and 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.