

Partner Alliance Manager

Office Location: Etobicoke

The Company:

We are a Business Process Automation company that is expanding our Managed Services Group to provide project and operational service to our enterprise-class customers. Our Customers are varied within several sectors of industry, and therefore provides a unique opportunity for exposure on how different industries work and provides unique project experiences.

Our mission is to help organizations automate critical business processes, exchange information securely, and eliminate the inefficiencies and errors associated with manual and labor-intensive processes.

The Opportunity:

Process Fusion Inc., (PFI) a leading digital cloud solutions provider is looking for a Partner Alliance Manager to join our Canadian marketing team based in Toronto, Canada.

With 10+ years professional experience working in the information technology sector, you must have deep and wide connections with leading industry vendors like Microsoft, Citrix, VMWare, IGEL, and or healthcare EMR vendors like Cerner, Meditech, and Allscripts.

Since the merger of UniPrint.net and Process Fusion in 2018, the new entity has grown over 38% in the past 2 years. With this new growth and laser focus on our innovative cloud digital solutions, we are expanding our marketing team.

If you are passionate about technology, have results-oriented sales skills and networking knowhow, a dynamic and positive attitude, and enjoy being recognized and rewarded handsomely by performance, then we would like to talk to you.

Position Responsibilities:

- Actively promote and interact with vendor partners, you will be responsible to identify, win, and improve our partner relationships with key vendors.
- Create a strategy to effect cohesive sales and marketing campaigns to ensure win-win with our partners.
- Work collaboratively with vendor sales and presales teams to promote PFI solutions in the market.
- Together with our product development teams, you will create marketing collaterals including positioning documents, unique value propositions and competitive information.

- Using Salesforce and other marketing tools, you will be responsible for lead distribution and marketing events with key vendor partners.

Minimum Requirements:

- Bachelor's degree or equivalent experience
- 10+ years of experience partner development and selling B2B software
- Proven success in networking and working with vendor partners
- Experience in working with vendor sales and presales teams
- Ability to demonstrate leadership skills in a fast-paced environment
- Must show knowledge in social media marketing
- Excellent communication and interpersonal skills
- Exceptional organization skills and time Management
- Fluent written and spoken English is mandatory
- Working knowledge of French or Spanish highly desirable

Soft Skills:

- Innovative and out-of-the-box thinking
- Have a growth mindset
- Works with little supervision
- Enjoy technology
- High energy and Passionate

Benefits:

- Competitive base salary plus bonus based on results
- Full benefit coverage starting after 3 months, including life, health, and dental
- RRSP with company participation
- Tuition reimbursement

Directions to Apply:

- Please send us your resume
- Please include a cover letter telling us why you are going to be great in this role.

****Principals only. Recruiters, please do not contact this job poster- Do NOT contact us with unsolicited services or offers****