

- Job Title – Assistant Manager – Alliances
- Position – 2#
- Experience – 3 – 5 years (Sales & Partner handling Experience with International market exposure/dealt with overseas stakeholders)
- Shift Timings – 11.00 AM to 8.00 PM (to begin with)
- Location – Bangalore

About the Company: -

ILANTUS is a global leader in Identity and Access Management. With 19 years' experience ILANTUS has built products that are breakthrough and unique. ILANTUS is looking to achieve more than 100% plus YoY growth.

Position Details: -

The selected candidate will be responsible for supporting the sales teams, sales partners and self-service prospects to help drive revenues.

We are looking for entrepreneurial attitude, sound communication skills. Most importantly we are looking for people with the passion to see beyond general day to day work, ability to maintain a good working culture, and passion for sales. We promise excellent growth opportunities for the right candidates.

A brief job description:

- Identifying opportunities for new partnerships; strengthening existing relationships and collaborations
- Partner onboarding, enablement & management
- Cultivating and maintaining relationships among business partners while also developing strategies to increase sales & revenue
- Engage with partners' sales representatives in prospecting, qualifying and identifying business opportunities
- Will be responsible for achieving assigned channel partner sales quotas
- Partner portal management & effective periodic communication with the Partners
- Liaise with partners to solve issues, communicate needs and create synergy

Required Skills:

- Able to network and build strategic alliances and generate business leads
- Should have worked in client facing roles
- Positive, Self-starter & Proactive
- Should have been exposed to partner negotiations
- Excellent communication, presentation and networking skills.
- Preferred from a consulting sales background and worked in large IT product development/ service-based companies.
- Ability to work under pressure. Follow-up aggressively and close the loop

Qualification:

- **Minimum 2 years' experience in working with B2B product-based companies**