

Job Description

Title: *VP Channels & Partners* Cost Ctr: _____

Work Location: Addison Position Status: Full-time Part-time

Division & Department: Sales and Services

Position Reports to: Chief Sales and Service Officer

JOB SUMMARY

The VP Channels & Partners serves as the Authentix lead in developing, directing, managing, and executing the projects and initiatives to support channel sales and the global expansion of Authentix solutions. The position requires strong leadership and excellent communications skills, the ability develop marketing strategies and programs with long-term business impact, and the ability to build and lead a team focused on driving results through marketing execution. An entrepreneurial passion and “action orientation”, with a lean start-up mentality, is critical to success in this role.

The VP Channels & Partners will work collaboratively and closely with members of the Sales & Marketing team, as well as other members of the executive team

SUMMARY OF ESSENTIAL JOB FUNCTIONS

The essential functions listed below are representative of the functions that must be performed in order to satisfactorily fulfill the purpose of this job. Additional functions and duties may be assumed or assigned from time to time.

- Build and develop the global business partner channel to successfully grow Authentix sales.
- Develop and execute on sales and marketing strategies to recruit partners, establish go-to-market partnerships with executive-level commitment and drive execution at all levels of partners to meet/exceed revenue goals
- Develop and execute a partner enablement program to ensure rapid onboarding, sales success and customer satisfaction
- Build close, productive relations with other teams especially marketing and direct sales counterparts for required partner targeting, pipeline development and sales execution across sales regions
- Help drive the development of the go-to-market strategy for Authentix global business. Determine markets and channels to delivery.
- Lead International expansion efforts, including compliance regulations for global growth
- Work closely with marketing team to develop and attend events aimed at enabling channel partners to drive growth of Authentix offerings.
- Work closely with the product team to develop product requirements by market
- Conduct International meetings and support trips in strategic markets
- Drive channel development globally, with a focus on new business relationships that can extend Authentix partner ecosystem to new partners.

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KNOWLEDGE, SKILLS AND ABILITIES

To perform this job successfully, an individual must be able to perform each essential function satisfactorily. The requirements listed below are representative of the knowledge, skills and/or abilities required to satisfactorily perform the essential functions of this job.

- At least 10 years' experience in channel sales management
- Proven track record of managing partner teams as well as strong success in personally developing partner relationships and programs with demonstrable results
- Proven history of being able to work independently and with cross-functional teams to achieve company objectives
- Effective planning and forecasting required to successfully build and maintain a robust channel pipeline
- Demonstrated leadership, communication, and interpersonal skills
- Outstanding written and verbal communication skills and excellent negotiating skills

SPECIAL REQUIREMENTS

- Approximately 60% [domestic/international] travel required
- Preference for candidates with experience in brand protection and/or the downstream oil and gas industry

COMPANY VALUES

All Authentix employees are expected to embrace our Company values in the performance of their respective tasks and duties.

Always with *integrity*.....Authentixians value:

- Teaming and collaboration
- Advancing science and technology - for a better world
- Dedicating ourselves to our clients' success
- Competing and winning in the marketplace

WORK REQUIREMENTS

The work environment characteristics are representative of those an employee encounters while performing the job. Authentix is committed to complying with all applicable provisions of the Americans with Disabilities Act (ADA), the ADA Amendments of 2008 and all applicable state and local laws concerning disability accommodation. Reasonable accommodations will be provided to individuals with known physical or mental disabilities if such accommodation would not impose an undue hardship on the company, and would enable the individual to apply for, or perform, the essential functions of the position in question.

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NOTIFICATION

This Job Description is intended to describe the general nature and level of work being performed by people assigned to this job and is not considered an exhaustive list of all responsibilities, duties and required skills. This Job Description does not constitute an offer of employment. The employment relationship between the Company and its employees is “At-Will” and based on mutual consent. Authentix, Inc. is an Equal Opportunity Employer.