

Director Global Technology Alliances

Description

Company OverviewAnomali, a world-renowned platform leader in Security Operations, supercharges SecOps by fusing Lightspeed Security Analytics, Industry-Leading Cyberthreat Intelligence (CTI), AI-based automated threat hunting, alert orchestration, automated threat detection and incident response (TDIR) blocking, community intelligence sharing, exposure management, and dark web protection. Transforming CISOs into superheroes and analysts into SOC terminators. Anomali's Platform offers: **Match** Next-Gen SIEM, **Lens** AI Threat Hunter, **ThreatStream** TIP, Anomali Integrator, Anomali ISAC, Anomali Attack Surface Management, and Anomali Digital Risk Protection, infused with Anomali AI. Anomali bridges the gap between point solutions (EDR, NDR, SSE, RMM, CAASM, etc.) and replaces legacy SIEMs at 50% the cost, giving analysts easy-to-use tools that enable lightspeed detection & response. Anomali addresses the global shortage in cyber talent by empowering analysts to contain, eradicate, and block threats in seconds without complex SIEM queries, manual blocks, or long investigations. Anomali delivers as a proprietary platform and disruptor to the security analytics world. Anomali can search billions of logs in seconds, correlating tens of millions of IoCs and IoAs across years of telemetry and logs often deleted or moved to cold storage. At every point across the cyber kill chain, Anomali supercharges the SOC to detect, contain, and eradicate threats before organizational impact.

Position Summary The Director of Technical Alliance Partners is a driving force in the establishment, development, and execution of Integrations and Go-To-Market (GTM) strategy with the Technology Partners of Anomali. The Director will leverage their experience to develop to serve as a trusted technology advisor and interface to the Product Management team, Business Development, Engineering, and Sales **providing support and guidance that enables strategic partnership development, sales, and customer success.** As a result, we are seeking a seasoned professional with a proven track record of developing and driving world-class partnerships, developing compelling joint offerings in conjunction with our technology integration partners, and identifying new routes to market in a revenue share model. Responsibilities include defining and leading strategy, business planning, joint value propositions, and strategic initiatives to grow Anomali's pipeline, revenue, and market share. They will work within Anomali and within the partner's organization to build trust, alignment, and accountability. This involves initiating, cultivating, and sustaining relationships with partner executives and sales leaders that result in a highly effective partnership delivering material impact to both the partner and Anomali.

What You'll Do

- * You will contribute to Anomali's Sales strategy, working with Anomali's sales executives on how to use strategic alliances to deliver longer-term offerings and solution sales.
- You will engage partner executives to develop and drive unique routes to market for Anomali
- * Establish and implement processes, criteria, and controls for the selection, management, and performance of Anomali's Alliances and Partners
- * Participate in Anomali's product strategy and its alignment with demonstrating strategic alliance partners as a RTM
- * Lead on behalf of the team in Anomali's Partner marketing and demand generation activities
- Provide leadership in driving:
 - * Executive-level relationship management
 - * GTM Strategies
 - * Integration Concept Documents and Joint Value Propositions
 - * Pipeline development

Minimum Qualifications

- * 8+ years of related experience in security software sales with alliances leadership experience
- * Prior experience partnering with Independent Software Vendors (ISVs)
- * Proven track record of success in meeting and exceeding quotas, driving revenue via direct and partner-influenced opportunities
- * Proven ability to develop and execute a strategy involving multiple stakeholders

Preferred Qualifications

- * You

Hiring organization

Anomali

Job Location

Boston, MA

Base Salary

\$ 62500 - \$ 107500

Date posted

May 26, 2024

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must desire to learn and adapt. You want to continuously learn about businesses and innovative technologies.* Experience interacting cross-functionally in a matrix-oriented environment (including but not limited to sales, services, product, customer success, marketing, and operations)* A track record of managing complex, revenue-generating relationships* Technical aptitude in Threat Intel/SIEM/SOAR would create unique differentiation* Ability to identify ways to develop and execute a strategy successfully* Negotiation, influencing, collaboration, and conflict resolution skills*Exceptional organizational skills with the ability to multitask and manage multiple processes, programs, and procedures simultaneously while working under pressure to meet deadlines* Excellent judgment and creative problem-solving/critical thinking skills* Self-motivated with a strong propensity for action, results, and continuous improvement* Thrives in a collaborative environment and has a strong ability to be flexible in work approach based on business needs* Strong executive presence and polish – lead from the front, inspire and motivate others* You thrive in a dynamic, fast-growing, rapidly changing environment while being able to work remotely with other members of your team and corporate.

nnEqual Opportunities MonitoringIt is our policy to ensure that all eligible persons have equal opportunity for employment and advancement on the basis of their ability, qualifications and aptitude. We select those suitable for appointment solely on the basis of merit without regard to an individual's disability, race, color, religion, sex, sexual orientation, gender identity, national origin, age, or status as a protected veteran. Monitoring is carried out to ensure that our equal opportunity policy is effectively implemented. If you are interested in applying for employment with Anomali and need special assistance or accommodation to apply for a posted position, contact our Recruiting team at recruiting@anomali.com. Please mention the word ****ASSURANCES**** and tag `RMzQuODYuMTYzLjE1Mg==` when applying to show you read the job post completely (`#RMzQuODYuMTYzLjE1Mg==`). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via RemoteOK.com