

## Partnerships Director Channel Partnerships

### Description

Does driving value for one of Canada's leading softwares excite you? Then Jobber might be the place for you! We're looking for a Partnerships Director, Channel Partnerships to be part of our Partnerships department. Jobber exists to help people in small businesses be successful. We work with small home service businesses, like your local plumbers, painters, and landscapers, to transform the way service is delivered through technology. With Jobber they can quote, schedule, invoice, and collect payments from their customers, while providing an easy and professional customer experience. Running a small business today isn't like it used to be—the way we consume and deliver service is changing rapidly, technology is evolving, and customers expect more. That's why we put the power and flexibility in their hands to run their businesses how, where, and when they want! Our culture of transparency, inclusivity, collaboration, and innovation has been recognized by Great Place to Work, Canada's Most Admired Corporate Cultures, and more. Jobber has also been named on the Globe and Mail's Canada's Top Growing Companies list, and Deloitte Canada's Technology Fast 50, Enterprise Fast 15, and Technology Fast 500 lists. With an Executive team that has over thirty years of industry experience of leading the way, we've come a long way from our first customer in 2011—but we've just scratched the surface of what we want to accomplish for our customers. The team: The channel partner ecosystem is a significant and rapidly-growing part of Jobber's core revenue strategy – empowering deal flow via reseller and referrals to scale Jobber growth beyond our direct business. The Partnerships Director, Channel Partnerships will be focused on driving new client acquisitions through new strategic channel partners. This is an individual contributor role with relationships and a track record of partnering or selling through distribution deals in the enterprise sector. The successful candidate will need to display strong commercial acumen in order to broker high value deals with enterprise level companies. This role will be expected to build and cultivate commercial strategies, and relationships, that drive significant revenue for Jobber. This role requires a self-starter with a passion for delivering results, and strong interest in sales, strategy, marketing, analytics, and business development. The ability to form, strengthen and grow relationships quickly is also a must. The role: Draw upon deep understanding of complex market dynamics to identify, evaluate, negotiate and close new strategic partnership opportunities that align with the overall partner and business strategy Develop compelling business value propositions that encourage partners to adopt and invest in advocating partnering with Jobber Structure appropriate partner models/contracts to achieve mutually beneficial business results and drive execution of related partnership agreements. Build strong relationships with partner teams (including sales, pre-sales, marketing, consulting & executive levels) to become their trusted advisor and manage partner escalations to drive issue resolution Maintain a pipeline of partnership opportunities that drive both reach and new revenue for Jobber Create and execute plans to increase the revenue being generated across all of our partnerships Work collaboratively across product, marketing, engineering and support to build, launch and maintain our strategic partnerships Demonstrate a clear understanding of a partner's value drivers, economics & business models, and how they align with Jobber's strategy and goals. Establish short-term and long-term goals and performance metrics in line with business objectives Ensure partner compliance with their agreements and manage potential channel conflict between partners and clients To be successful, you will need: Strategic thinker and leader with extensive experience (10+ years) in partner and/or sales channel management Successful track record of developing, structuring, negotiating and closing large-scale, complex business agreements and

### Hiring organization

Jobber

### Job Location

Toronto, Ontario, Canada

### Base Salary

\$ 95000 - \$ 152500

### Date posted

June 12, 2024

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transactions with enterprise companies Thinks and acts with a â??win-winâ?? attitude Data-driven decision maker with capacity to adapt and experiment Work effectively in a heavily cross functional, fast-paced environment Excellent spoken, written, and presentation skills Willing to regularly travel to conferences, partner on-sites, or other business needs Knowledgeable of relevant market, competitive, and technology trends influencing the small business technology industry Moderate amount of technical acumen and experience working with APIs Please mention the word **\*\*INVALUABLE\*\*** and tag RMTguMjM3LjlwNC4xMTE= when applying to show you read the job post completely (#RMTguMjM3LjlwNC4xMTE=). 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