

Executive Summary

[Mesh Systems](#) is looking to hire a Director of Partnerships to steward our strategic alliance with Microsoft and other key strategic partners. We view partner management as a core function of our sales and marketing efforts and thus you will report into our VP of Business Development. You will also work alongside our Director of Product Management to ensure cohesive alignment between our product teams and channel partners who aid us in taking those products to market. Previous professional experience in sales, account management, and/or partner management is required. Previous experience working and selling in the Microsoft Partner Network, while not required, is extremely valuable preparation for this role. This position is full-time with salary, benefits and typically office-based in Indianapolis, IN (we maintain flexibility in certain situations). Travel is anticipated to be approximately 25-50% of your time (once the restrictions on business travel from our enterprise customers and partners have been lifted).

About Mesh Systems

[Mesh Systems](#) is an Internet of Things (IoT) Solutions Innovator that helps enterprises achieve digital transformation. With over 15 years of experience working with Fortune 500s and industry leaders, Mesh Systems has IoT engineering competency across hardware, software, wireless technologies, and cloud managed services. We have been regularly awarded as one of the most innovative companies in the IoT ecosystem. As a sales-driven, partner-led organization, we continuously seek to drive value and maximize the benefits of IoT for the enterprises we serve.

What is the Internet of Things (IoT)?

IoT is a business revolution that has been brought about by incremental advances in technology. Internet-connected devices are all around us in the form of tablets, smartphones, and laptops, but IoT is about connecting the plethora of other *things* to the internet like espresso machines, beer tap handles, light poles, thermostats, and industrial machinery. By extracting key information from these devices, companies can better understand their customers, increase the safety and sustainability of their products, and fundamentally reinvent their business models. IoT is growing fast and is expected to be a \$500 billion industry by 2023. There has never been a more exciting time to be a part of this field.

Job Responsibilities:

- Establish and maintain direct relationships with strategic partners covering sales, marketing, and technology positions, with the goal being to generate top-of-funnel leads for the sales team. This includes identifying the key stakeholders and organizational structure of each partner company.
- Collaborate across cross-functional teams to execute partner management initiatives and activities in North America and globally.
- In-depth research of industry-related topics including terminology/marketing language, go-to-market strategy, competitive landscape, technology roadmaps, and ecosystem developments.
- Lead the creation of customer proposals and presentations for opportunities that originate through managed partner channels.
- Participate with the marketing team on the execution of partner-led marketing initiatives including sponsorships, solution marketing strategy, and public case studies.
- Participate with marketing team to activate partner-led marketing initiatives on company website and social media accounts.
- Working with key stakeholders within our partner organizations to educate the market on the joint value proposition.
- Work closely with marketing & product teams to drive awareness and sales-readiness of Mesh's solution portfolio across our partners.
- Timely and accurate "state of the partnership" reports and forecasts delivered to Mesh leadership.
- Internal strategic partner advocate with other departments, senior leadership, peers, and vendor-partners.
- Driving the negotiation of any preferred commercial partner status or inclusion in any relevant partner programs.

- Leveraging existing partnership management tools to ‘play the game’ of partnering with blue-chip technology companies.
- Manage the cadence and governance of sales activity between the two organizations.
- Travel domestically and internationally as required.

Requirements:

- You have excellent written and verbal communication skills, with the ability to comfortably interact at an executive level
- You have strong computer skills, specifically Microsoft Office suite
- You are an entrepreneurial and driven individual
- You have creativity, grit, and a willingness to learn something new everyday
- 5+ years of successful B2B sales experience is preferred
- Previous experience working with/directing strategic partnerships is preferred
- If you have experience working in the Microsoft Partner Network, that is a plus
- If you have experience working in IoT and related technologies, that is a plus
- Bachelor’s degree

Working at Mesh has its perks:

Salary, company bonus, medical, dental, vision insurance, 401k plan with match, flexible work from home, growth and development opportunities, flex-time off, company paid life insurance, Friday lunch & learns, and unlimited snacks, fruit, coffee and sodas!

How to apply:

If interested, please send a resume and cover letter to careers@mesh-systems.com

Equal Opportunity Employer:

Mesh Systems is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status. Our goal is to employ a diverse mix of talented people who want to come, to stay and do their best work.