

## VP Strategic Partnerships

Syte is seeking a strategic, entrepreneurial Partnerships and Corporate Business Development VP to lead the way in tripling our revenue in 2020. This role will be instrumental in Syte's growth, and we are looking for a leader who will be strategic and tactical in owning and building this area of our business. You will be directly responsible for generating revenue from a variety of sources by developing new partnerships with system integrators, digital agencies and other technology companies, in addition to growing existing relationships, coaching a team of partnership managers, and bringing best practices to Syte. You should have experience building teams, in understanding the partnership ecosystem, in defining and launching operational processes and achieving revenue-based targets. As a member of the management team, the Partnerships and Business Development VP will be an organizational leader and have an incredible impact on Syte's growth trajectory. Our ideal candidate has an impressive track record as a leader in business development and partnerships and a strong enthusiasm for Syte's mission.

### Responsibilities

- Lead and drive partnership and business development strategies to increase revenue for Syte
  - Identify opportunities for partnerships with entities who are excited to share in Syte's mission and build meaningful, new relationships, specifically with system integrators, digital agencies and other technology companies
  - Define and progress partners through the pursuit partnership lifecycle, achieving milestones to meet internal goals
  - Structure, negotiate, and close new partnership deals
  - Manage and grow existing relationships with partners to maximize value on all sides
- Build infrastructure, processes, and best practices to support the work of partnership and business development, including the introduction of tools and systems as needed
- Work collaboratively with leaders across the organization to define and refine offerings to ensure quality for partners
- Oversee, grow, and train a team of partnership and business development professionals
- Set, measure, and reach goals, plans, and KPIs for the partnerships and business development team
- Represent Syte externally, generating enthusiasm and new leads at every opportunity
- Oversee the ideation, planning, and production of revenue-generating events

### Requirements

- At least 10 years of B2B saas experience in business development, partnerships, and/or sales
- At least 5 years of experience in a management position, including responsibility for hiring and building a business development and partnerships team
- Incredible relationship-builder with an ability to engage, connect, and maintain relationships with a wide diversity of individuals
- Expert understanding of and well-developed skills in sales, partnerships, and business development, including identifying leads, building relationships, storytelling, negotiating, closing, account management, etc.
- Experienced manager who has built a team and enjoys coaching, mentoring, and ensuring the successful performance of a team

- Proven track record of building new business relationships and signing significant deals
- Comfortable and capable with both developing strategies and rolling up your sleeves to execute on them
- Experience within the retail space and having existing partnership Rolodex is preferred
- Data-driven and results-focused
- Creative, flexible, and solution-oriented
- Extremely motivated and inspired by Syte's mission