



CAREER OPPORTUNITY: Vacancy Reference #1663

Position: Head of Partner Development

Location: 321 Summer Street, Boston, MA; 35% travel (including some international)

Opportunity Overview

MDS Lavastorm Analytics (“Lavastorm”) competes in the rapidly growing \$10Bn+ market for business intelligence and data analytics. It has received awards from Red Herring and Inc. 500 as one of the fastest growing and most promising private companies in the US. The company has built a successful business by focusing on the media and communications sector. However, in recent years Lavastorm has started to experience considerable success in other markets and has recently created a business unit to focus solely on exploiting these new opportunities.

Position Overview

Lavastorm’s Head of Partner Development will play a central role in accessing these new opportunities. The company has made major investments to support a high velocity go-to-market model in which partners play a vital role in reaching customers. The Head of Partner Development will design and execute the company partnering strategy, including identifying potential partners that align with the company’s broader go-to-market initiatives, engaging and qualifying those partners, implementing formalized business relationships with them, and ensuring that these partners become productive, growing channels for the company.

Responsibilities

- Identify and prioritize prospective partners that align with Lavastorm’s go-to-market initiatives
- Engage these partners directly and get them excited about the value of partnering with Lavastorm. Partner categories include SIs, VARs, distributors, and OEMs
- Work with partners to formalize business relationship, including signing contracts and developing joint go-to-market plans with them
- Ensure that partners are on-boarded effectively by collaborating with training teams, sales, and marketing to deliver a coordinated ramp-up program
- Support partners through their initial sales cycles to ensure that they have the capabilities to effectively manage sales cycles from start to finish
- Meet with partners regularly to review their sales pipeline and develop reliable forecasts
- Lead selected internal initiatives to improve Lavastorm’s partnering capabilities

Personal Characteristics

- Highly motivated, career-oriented, and ambitious; not afraid of a quota
- Strong work ethic, high energy & integrity, outgoing self-starter
- A team player able to accomplish goals by mobilizing and aligning cross-functional teams
- Positive attitude that comes through with partners and co-workers; sense of humor required.
- First-rate written and verbal communication abilities and presentation skills
- Organized and thorough; able to be an excellent ambassador for the company

Desired Skills

- Expert persuasion skills and a nuanced understanding about how to make partnerships work
- Previous success in a business / partner development and / or sales role(s) required
- Strong performance in an undergraduate degree required, MBA a plus
- Familiarity with business intelligence and analytics a plus



- Relationships with SIs and BI / analytic software companies and / or relevant resellers a plus

**Interested? Send a cover letter / email and resume to careers@lavastorm.com
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