



## Global Lead for Channel and Partnerships

Job Title: Global Channel and Partnerships Director

Location: Remote, UK or US

Role: Full Time

### **Job Description**

CyXcel is actively seeking a commercial sales leader to scale and manage our global network of partners. Our growing channel covers a blend of introducers, resellers, and strategic partnerships, each bringing additional capabilities to our global service proposition.

As the lead for this key segment, you will be responsible for all aspects of partner identification, negotiation, contracting, training and pipeline growth, working across our legal and technical consulting teams to deliver client excellence.

Your experience and expertise will be in a similar role, where you have strategically mapped channel ecosystems and can demonstrate revenue growth and success.

This is a Director-level role and, as such, a minimum of 5 years in senior management is required.

### **Key Responsibilities**

- Partner identification – Looking for appropriate organisations to partner with bringing complementary skill sets or service propositions.
- Partner training – Creation and delivery of training programmes to ensure partner success in the positioning of our services.
- Internal Capability development – Bringing back into CyXcel the additional capabilities available through the channel partners, and working with service delivery teams, subject matter experts, and our leadership to build a robust and market-leading capability.



- Build rapport and cultivate strong client relationships based on transparency, open communication, and collaborative problem-solving.

### **Basic Requirement**

- Previous career experience and proven record in leading and managing a partnership environment.
- Comprehensive understanding of commercial partnerships agreements, and how to create win-win financial structures.
- Sales ability and background in selling services rather than product.