



Location Virginia Remote

FLSA Exempt Non-exempt

Supervisory No Yes

Security Clearance No Yes

Travel Required Incidental 15-25% More than 25%

What we do:

Flywheel Data provides elite solution design, system integration, software development, and product resale primarily to the Federal Government. Our goal is to provide our clients with the right tools, platforms, products, and support to accelerate their success.

Why this position matters:

The Strategic Alliances Manager is responsible for growing and nurturing our core partnerships (primarily distributors and OEMs), participating in marketing strategy, and determining key partnerships for future growth. This role is vital to providing best-in-class customer service in alignment with the Flywheel Data mission.

What the Strategic Alliances Manager does:

- Develop and execute existing partnership strategies
 - Establish and ensure a process to cultivate and expand relationships
 - Collaborate with internal stakeholders to foster productive external partnerships
 - Maintain documentation of contacts, conversations, etc. in CRM
 - Procure information to ensure positive outcomes in negotiating agreements/contracts
 - Track and report on partnership performance and ROI
 - Identify any challenges or issues and create solutions beneficial to both Flywheel Data and partners
 - Identify new opportunities within existing partnerships
- Develop and execute new partnership strategies
 - Identify potential partnership opportunities
 - Conduct market research and competitor analysis
 - Determine and carry out best situational approach for new partnerships
 - Handle onboarding process for new partners
- Stay engaged in the market to understand any industry shifts or trends
 - Attend conferences, networking events, trade shows, etc. ensuring a strong Flywheel Data presence
 - Maintain technical acumen to determine partnership fit
- Collaborate with Sales and Marketing on initiatives
 - Develop and oversee marketing and promotional activities with a high ROI
- Ensure organization is compliant with applicable regulations
- Other duties as assigned

What this position takes:

- Bachelor's degree in Marketing, Sales, Business or related area preferred
- Depending on contract, may require U.S. citizenship and/or Federal Government Security Clearance (can be obtained post-hire)
- 5+ years of recent and relevant experience in building alliances within a Federally focused Value Added Reseller
- 10+ years of experience building relationships within the Public Sector divisions of large OEM Partners with a preference towards focus partners including, but not limited to, Cisco, NetApp, Nutanix, RedHat, and HPE
- Excellent leadership and presentation skills with an ability to manage by influence
- Familiarity with Federal contracting vehicles, such as (ESI, SEWP, etc.) across DoD and Civilian sectors
- Highly organized and detail-oriented
- Excellent written and verbal communication skills