



Vice President – Partners

Who We Are

Advocate is an advisory and managed services company of IT business experts and data scientists dedicated to helping companies optimize their technology infrastructure. Our vision is to be the premier technology enabled services provider in Technology Business Management (TBM) for the enterprise market (\$50M to \$250M in IT spend). Utilizing marketplace intelligence, decision analytics, and acceleration capabilities, Advocate partners with our clients in innovative ways to save money, improve performance and deliver crucial insight to help them make the best possible decisions related to their technology investments. That's why we work, Smarter. Together.

Who You Are

A self-motivated and innovative 'hunter' who thrives on identifying new prospects and opportunities and taking them through to a sale. You have a strong sales process and take a data-driven approach to deliver value for your customers. You ask a lot of good, tough, timely questions and can hold meaningful business conversations based on financial outcomes with new and existing partners and IT executives. A continuous learner, you seek to understand your market and the business financial outcomes of the services you are offering. You build and maintain strong professional relationships with clients, prospects, and colleagues that support your success. Traits include: Fast Learner, Ambitious, Adaptable, Clever/resourceful, Assertive, IT Savvy, and a strong networker and relationship builder.

The Role

This position is responsible for identifying and closing new business within our **Partners Channel**, inclusive of the **Partners Market & Private Equity (PE) Market**, that results in an increase in our overall business within the Advisory Services, Managed Services, and Insider Marketplace practices. The Partner Market includes the development of a Partner eco-system that provides referrals and lead generation activities. In the **Partner Market**, you will vet and align with Partners where Advocate solutions integrate with new or existing accounts across the partner and Advocate client list. This allows a more holistic approach for our clients while aligning target opportunities for Partner accounts as well as Advocate accounts. The goal for the **Private Equity (PE) Market** is to cultivate new clients in the PE portfolios and to build the brand and visibility of Advocate within private equity firms. The typical buyers of our services in the enterprise include CIOs, technology executives, and others in the finance and procurement organizations. The scope of this role will also include the pursuit of other partners who will be sources of leads and referrals. Our ideal target markets include public and private enterprises with \$1-\$20B in revenue and 3k+ employees.

Key Accountabilities

- Own and drive the entire sales process including account planning, lead generation, opportunity creation, and deal closing
- Identify new PE firms, partners, clients, and opportunities to propose and sell services
- Lead pre-sales related project management activities internally and externally
- Achieve quota revenue and market growth objectives for all practices
- Develop and execute strategic account and market plans to maximize revenue generation
- Recruit and manage strategic private equity firms for the company that can generate more opportunities and revenue
- Recruit and manage strategic partners for the company that can generate more opportunities and revenue



- Lead general business development activities in the marketplace and attend key events and networking to promote Advocate
- Participate in service offering development and general marketing of Advocate
- Maintain current knowledge of the Advocate services, IT channel partner services, and value proposition and the market/competitor landscape
- Represent Advocate in the market with integrity and our core values
- Provide accurate and timely sales process and forecasting information to management via Salesforce.com, Microsoft Teams, email, phone, etc. as appropriate

Qualifications

- Prior experience in selling to the companies within the portfolios of private equity firms
- 8+ years of successful selling experience in a technical consulting and or services environment with IT, finance, and procurement executives as the key contacts
- A record of successful professional activity that demonstrates independence, self-discipline, and integrity
- Prior experience selling strategic sourcing, IT consulting, enterprise IT services, technology expense management and IT financial management or Technology Business Management (TBM) are preferred
- Broad knowledge of IT technologies, providers, and pricing structures
- Broad knowledge of cloud, data centers, hosting services, and UCaaS platforms including the related assessment, planning, and procurement processes
- Preferred knowledge of Miller Heiman or similar sales methodologies
- Excellent skills with the Microsoft Outlook and the Office application suite (MS Word, Excel, PowerPoint)
- Must provide Proof of Right to Work in the United States on the I9 Form

Opportunities

- Join a company named to the Inc. 5000 list of Fastest Growing Companies for eleven consecutive years
- Named one of the Top 100 Workplaces by The Atlanta Journal-Constitution
- Named Aptio's Enterprise Partner of the Year in 2019 and 2020
- Work daily with Fortune 500 Clients
- Opportunity for rapid career advancement
- Client facing position with the opportunity to make a direct impact

Benefits

- Competitive Base Salary and Uncapped Commissions
- Loyalty Pay for Service
- Medical/Dental/Vision/FSA Benefits
- Company Matching 401K
- Paid Time Off
- Company Funded Continuing Education and Training
- Community Service Projects (4 Per Year)
- Flexible Work Environment



Click on this link to apply :

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