



**Job Title: Strategic Alliances Manager**

**Department: Marketing**

**This is a full-time position working Monday - Friday 8am- 4:30pm out of Calgary or Toronto**

### **About the Company**

ComplyWorks Ltd. is a compliance management solution company with offices in Calgary, Toronto, and South Africa. As a global leader in compliance management, ComplyWorks actively works to bring innovative solutions to the marketplace, while retaining its focus on its clients. Since inception in 2004, ComplyWorks has continued to expand its offerings to cover the entire compliance lifecycle, from contractor management, through to workforce and worksite management.

Veriforce is the fastest-growing SaaS-technology and services company in the global supply chain risk management market. We help industry-leading companies create and maintain operating cultures and work environments that optimize safety, promote sustainability, and foster collaboration across a broad spectrum of internal and external stakeholders. What separates Veriforce from the rest is our people. We hire growth-minded individuals that team well and continuously look for new, better ways of solving business challenges. If this sounds compelling, keep reading.

### **The Role You'll Play**

As Strategic Alliances Manager, reporting to the Chief Marketing & Strategy Officer, you'll lead the creation and execution of the Veriforce partner strategy. You will work closely with Marketing, Sales, Product, and Operations to identify, engage, secure, and activate alliances that advance our corporate strategy in unique and powerful ways.

Your focus will span three primary categories of partnerships: systems integrators (SI's), technology vendors, and complementary goods and services providers. Each group plays a pivotal role in our long-term vision.

You will run point on these engagements through the entire partnership lifecycle, and will provide regular updates on progress and performance to your internal partners, executive leadership, and the board of directors.

### **What Success Looks Like**

Your primary success metrics will be the financial contributions made by the partnerships you secure and manage. Everything you do is designed to deliver those results, both in the near- and long-term. Supporting this is a system of OKRs (Objectives & Key Results) that we use to run our business. You'll have clarity around the most important things upon which to focus, the results you expect to achieve, and where you stand in real-time.

### **What You'll Need to Succeed**

As with any strategic job, you'll need a relentless drive to win. Add to that high emotional intelligence, an analytical mind, excellent business communication skills, and a healthy partner posture, and you'll have all the ingredients needed to make a massive contribution in this role.

The experience we seek in a candidate is a strong track record of leading alliance efforts, preferably in a SaaS environment. Successful, revenue-driving initiatives with tier one systems integrators and consulting firms are ideal. We'll be interested to hear how you've effectively managed multiple, unique partnerships in parallel, ensuring each is operating efficiently and tracking to their financial objective.

### **What You'll Be Doing**

A Typical Day May Include:

- Navigating a target partner organization to identify and engage a new ideal contact
- Working with our legal team to finalize a partnership agreement
- Writing a partnership launch plan to optimize operations and speed-to-value
- Preparing/presenting an alliances practice update for executive staff or a board meeting
- Leading a pipeline and sales performance review with sales leadership
- Working with Marketing to ensure a partnership press release captures the right message and tone

### **Your Core Responsibilities Will Be:**

- Ensuring the Veriforce alliances practice performance objectives are achieved
- Evangelizing the Veriforce vision for supply chain compliance, as well as our products and services
- Identify opportunities through partners and bring them into the sales pipeline
- Build and execute sales and marketing strategies to engage partners and drive opportunities

- Develop business plans with each partner and ensure their successful execution
- Maintain and expand a network of contacts within the GRC and EHS sectors
- Coordinate with marketing, sales, and client success teams to ensure seamless execution
- Other alliances duties as developed and assigned

**You'll Bring These Attributions to the Table**

- 3-5 year of experience in an alliances management role
- Demonstrated success creating and managing partnerships with tier one SI's and consultancies
- Experience in the GRC or EHS
- The gift of winning the hearts and minds of people and inspiring to achieve more
- Superior communication skills, including the ability to speak on webinars and at conferences
- Ability to build rapport, create connections, and drive engagement with partners
- Self-motivated with the ability to proactively seek out solutions and opportunities

The successful candidate will have to undergo a criminal record check as condition of their employment.

**Applying**

Please email a cover letter and resume to [careers-cw@veriforce.com](mailto:careers-cw@veriforce.com) with "Strategic Alliances Manager" in the subject line. Position is open until it is filled.