

# Director, Strategic Partnerships

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## Description

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More than a mission, C2FO is a movement that is disrupting the financial world and changing the way businesses gain access to the working capital they need to grow. Here, everyone is an employee-owner which means we're all invested in our work and our team members. We're a company of team players and self-starters, finding new and innovative ways to get things done. If you're excited to learn, grow and leave your mark on our fast-growing organization, C2FO may be the place for you.

Headquartered in Kansas City, C2FO has more than 900 employees worldwide with operations throughout Europe, India, Asia Pacific, and Australia. We are a global fintech company invested in ensuring businesses have the capital they need to grow.

### Your Next Career Move:

Are you an experienced and **strategic partnerships professional** who likes to win, and has the grit and determination to make it happen? Are you passionate about helping businesses of all sizes grow and succeed?

We are adding a **new Director, Strategic Partnerships** to our highly successful and collaborative Strategic Partnership team! This role can work remote, ideally in NYC!

At C2FO, you will join an entrepreneurial culture where everyone is expected to contribute to the success of our clients – and the growth of our company. At C2FO, you will have the opportunity to apply your dedication and proven sales skills in an environment that values collaboration, innovation and creativity, ensuring that the work you do has a real, lasting impact.

### What will the Director, Strategic Partnerships do?

Reporting to the SVP of Partnerships, the new Director, Strategic Partnerships will:

- Own a portfolio of strategic technology & channel partners focused on driving growth of the C2FO working capital network
- Lead a cross-functional team across product, engineering, channel sales, operations, marketing, and finance to drive partnership success
- Identify and negotiate partnership expansion efforts, including the launch of new integrated product experiences, unlocking new markets, developing new go to market paths, and improving enterprise co-sell collaboration

- Set the long term vision, strategy, and goals for each of your partners, while ensuring seamless day to day operations and support
- Support new business development efforts and the evolution of the C2FO partnerships strategy
- Keep abreast of the evolving global B2B finance, working capital, lending, and payments landscapes to identify new partnership opportunities

### **Who you are:**

- Have a passion for serving as the voice of the partner internally and working cross-functionally with product, engineering, marketing, and enterprise sales
- Possess excellent interpersonal, communication, and influencing skills with the ability to work with stakeholders across different functions and levels, both internally and with partners
- You are a creative thinker who can collaborate deeply with our partners and internal teams to develop compelling experiences and tightly integrated joint value propositions
- A team-centric, self-starter with the ability to excel in a dynamic, white space, and fast-moving startup environment

***Sound like your next move?*** Come be a part of a leading global technology company that's dedicated to one all-consuming goal: making working capital work harder for everyone

Below are the qualifications, skills, and abilities that we seek:

### **Basic Qualifications:**

*These are the minimum qualifications to be considered for the role*

- 4+ years of strategic, technology, and/or channel partnerships management
- Experience with various types of structures and models, including integrated technology partnerships, strategic alliances, system integrators/advisory firms, and enterprise co-sell relationships
- Experience developing business cases and financial modeling/scenario planning

### **Preferred Qualifications and Abilities**

*These are the qualifications that will make you stand out*

B2B fintech, ERP ecosystem, and/or treasury/procurement SaaS experience

### **Benefits**

At C2FO, we take care of our customers and our people – the vital human capital that helps our customers thrive. That’s why we offer a comprehensive benefits package, flexible work options for work/life balance, volunteer time off, and more. Learn more about our benefits [here](https://www.c2fo.com/amer/us/en-us/about-us/careers). (<https://www.c2fo.com/amer/us/en-us/about-us/careers>)

**Commitment to Diversity and Inclusion.** As an Equal Opportunity Employer, we not only value diversity and equality, but we also empower our team members to bring their authentic selves to work every day. Our goal is to create a workplace that reflects the communities we serve and our global, multicultural clients. We recognize the power of inclusion, emphasizing that each team member was chosen for their unique ability to contribute to the overall success of our mission.

We do not discriminate based on race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status or any other basis covered by appropriate law. All employment decisions are based on qualifications, merit, and business needs.