

Director of Strategic Partnerships

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Who is Blueprint?

We are a technology solutions firm headquartered in Bellevue, Washington, with a strong presence across the United States. Unified by a shared passion for solving complicated problems, our people are our greatest asset. We use technology as a tool to bridge the gap between strategy and execution, powered by the knowledge, skills, and the expertise of our teams, who all have unique perspectives and years of experience across multiple industries. We're bold, smart, agile, and fun.

What does Blueprint do?

Blueprint helps organizations unlock value from existing assets by leveraging cutting-edge technology to create additional revenue streams and new lines of business. We connect strategy, business solutions, products, and services to transform and grow companies.

Why Blueprint?

At Blueprint, we believe in the power of possibility and are passionate about bringing it to life. Whether you join our bustling product division, our multifaceted services team or you want to grow your career in human resources, your ability to make an impact is amplified when you join one of our teams. You'll focus on solving unique business problems while gaining hands-on experience with the world's best technology. We believe in unique perspectives and build teams of people with diverse skillsets and backgrounds. At Blueprint, you'll have the opportunity to work with multiple clients and teams, such as data science and product development, all while learning, growing, and developing new solutions. We guarantee you won't find a better place to work and thrive than at Blueprint.

What will I be doing?

Blueprint is looking for a **Director of Strategic Partnerships** to join us as we build cutting-edge technology solutions!

Job Summary:

The **Director of Strategic Partnerships** will help execute and expand Blueprint's strategic partnerships to create value for the company. This person will develop meaningful relationships with our key partners at every level, maintain a deep understanding of each partner's strategy, operations, and needs, ensure those needs are met in a timely manner,

and communicate those needs to the rest of the Blueprint organization. This is a unique position that requires a high technical aptitude along with program management and executive presentation skills.

Supervisory Responsibilities:

- None.

Duties/Responsibilities:

- Work closely with the leaders of the Sales, Marketing, and Delivery organization as well as other key internal & external stakeholders to develop and execute strategies to create deep and lasting strategic partnerships.
- Maintain a high level of understanding on all partner program requirements and work with internal teams as necessary to ensure all requirements are met.
- Identify and pursue opportunities for partner program expansion with existing strategic partners.
- Manage the execution of co-selling, co-marketing, and co-solutioning initiatives with strategic partners.
- Maintain awareness of the partner's environment and projects in order to source and develop new business.
- Act as an escalation point for the partner to assist in the resolution of technical, support or business issues.
- Train all relevant internal employees on partner programs, processes, and technologies.
- Oversee and maintain access to all partner portals for communication, sales planning, and training, ensuring all internal teams have appropriate access and training.
- Other job duties as assigned.

Required Skills/Abilities:

- Excellent verbal and written communication skills.
- Excellent presentation and customer engagement skills.
- Excellent sales and customer service skills.
- Excellent organizational skills and attention to detail.
- Excellent time management skills with a proven ability to meet deadlines.
- Strong analytical and problem-solving skills.
- Strong leadership skills.
- Ability to prioritize tasks and to delegate them when appropriate.
- Ability to function well in a high-paced and at times stressful environment.
- Proficient with multiple office productivity technology suites such as M365 and Google Workspace.

Education and Experience:

- Bachelor's degree or equivalent experience required.
- 5-7 years of experience working on technology partnerships, strategic partnerships, or related business function focused on driving revenue and market share growth.

- Strong track record of overachieving objectives.
- Proven ability to develop operational expertise with the tools, systems, and programs that make up partnership ecosystems.
- Proven track record of building and promoting relationships that can convert to business engagements.
- Proven ability to lead cross functional teams to execute on partner priorities and activities.

Physical Requirements:

- The employee is frequently required to sit at a workstation for extended and long periods of time. The employee will occasionally walk; will frequently use hands to finger, handle, grasp or feel; and reach with hands, wrists or arms in repetitive motions.
- The employee will frequently use fingers for manipulation of computers (laptop and desktops) and telephone equipment including continuous 10-key, handwriting, use of mouse (or alternative input device), use of keyboard (or alternative input device), or sporadic 10-Key; telephone or telephonic headsets. This position will also frequently use other office productivity tools such as the printer/scanner.
- Role requires the ability to lift, carry, push, pull and/or move up to 10lbs on a frequent basis and may require twisting actions of the upper body (i.e. Picking up, carrying a laptop – and twist to work on an L shape desk).
- Specific vision abilities required by this job include close vision, distance vision, peripheral vision, depth perception, and ability to adjust focus. This position requires frequent use of a computer monitor and visual acuity to perform email responses, prepare and analyze data; transcribe; extensive reading and online communication.
- Role requires being able to hear and use verbal communication for interactions with internal clients and dependent on role with external clients via conference calls.

Cognitive Ability Requirements (the employee MUST have the ability to):

- Work with others (co-workers, professionals, public, customers, clients).
- Work professionally in alignment with the organization's code of conduct.
- Work in a fast-paced, metric driven environment
- Interact face to face with others (co-workers, superiors).
- Communicate professionally, both verbal and written, with others (co-workers, supervisors, vendors, client, customers etc.) to exchange information.
- Take constructive feedback and show courtesy to co-workers, professionals, public, customers, clients.
- Make quick, accurate decisions without supervision.
- Evaluate or make decisions based on experience or knowledge.
- Divide attention between issues requiring multi-tasking.
- Use judgment on routine matters.
- Distinguish situations requiring judgment and adaptation of procedures from one task to another.
- Adapt to tightly scheduled and hurried pace of work activities.

- Meet frequent project deadlines.
- Organize own work.
- Ask questions or request assistance when needed.
- Follow instructions received both orally and in writing.

Work Environment:

- The work environment is usually a traditional office, indoor setting with no exposure to outside elements.
 - This position requires up to 25% travel.
 - This position will require frequent interaction with others and occasionally work alone.
 - This position may require a work schedule across weekends and holidays.
 - This position is subject to blackout dates (including holidays) where PTO is not approved.
 - The employee may work remotely based on adherence to the organizations work from home policy.
 - Reasonable accommodations may be made to enable individuals with disabilities to perform the job.
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