

# Partner Solutions Specialist

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 [niceboard.co/dashboard/data/jobs/edit/835220](https://niceboard.co/dashboard/data/jobs/edit/835220)

**We're looking for a fantastic Partnerships person to support us with these key tasks:**

1. Support the Sales team by presenting and demoing Partner integrations to prospective clients, as a way to help in strengthening Everflow's value proposition.
2. Support the Customer Success (CSM) team by identifying and demoing Partner solutions to Clients, with the goal of helping to increase partner integration usage amongst Clients.
3. Ensure the Sales and CSM teams have the proper assets and resources for executing the above in a scalable way. This means working with Tier 1 and selected Tier 2 Partners to ensure customer-ready assets clearly conveying the "better together" value prop are readily available.
4. Use account mapping data (Crossbeam, Reveal) to proactively identify opportunities in the CRM where partner integrations can add value.
5. Identify best practices and contribute to the growth of our Partner Program.

This is not a new initiative at Everflow. Rather, we are creating a dedicated role to maximize the value of existing partner relationships at the point of value creation for land and expand opportunities.

You will leverage a solid base of existing Partner relationships and assets, bringing additional support to increase our win rate and number of integrations used by our clients.

**Everflow is a rare opportunity:**

- Fully remote work culture that respects both your time and efforts
- Rocketship growth from a bootstrapped, profitable company
- Customer-centric features make us the most advanced platform in our space
- A culture of Customer Success that directly leads to our product development
- An open environment that welcomes new ideas and provides opportunity for growth

**Our ideal candidate:**

- Proactive, self-driven, and comfortable with working remotely
- Comfortable connecting client needs to SaaS products features
- Technically-oriented to understand the pain points our platform solves
- Enjoys connecting with people and creating trust in the process
- Easy and fun to work with!

## Compensation

OTE \$70,000 - \$100,000 (varies based on experience)

We are accepting applications from candidates that reside in the following states: **California, Florida, Illinois, New Jersey, New York, Ohio, Texas, Oregon, and Washington.**

## Perks include:

- Fully Remote Position
- Medical, Dental and Vision Insurance
- Unlimited PTO
- Paid parental leave for putting your family first
- Startup-like environment, minus the constant rushing to , minus the constant rushing to raise the next round of funding
- A very collaborative team and culture
- Education, gym, and equipment stipend
- Travel opportunities, including our annual offsite and conference with the entire company.

## Collaboration

*We continue to build our team by hiring stellar people, respecting them, and working efficiently together.*

## Growth

*Everflow values fostering an environment that proactively drives change, focuses on results and confronts problems head on.*

## Drive

*We are looking for humble team members who take initiative and get stuff done, act with integrity, and speak openly.*

*Everflow is an Equal Opportunity Employer and embraces diversity of every kind.*

*Please let us know if we can provide disability-related accommodations to support your participation in aspects of our recruitment process.*