

Sr. NetSuite Alliance Manager

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The **Sr. NetSuite Alliance Manager** works closely across the entire organization including Product, Finance, Sales, Channel, Marketing, and Engineering to meet departmental goals.

The ideal candidate thrives in a fast-paced environment, has a professional in-service-to attitude in writing and on the phone, takes initiative, and is passionate about cloud-based technology. This position can grow into running one of the key Alliance Partner Programs.

What would you do, if hired?

- Manage and expand existing relationship with NetSuite
- Identify opportunities to create new programs with NetSuite sales reps and partners
- Manage high-volume sales programs
- Prepare reports for both internal and external teams on a monthly and quarterly basis
- Represent Celigo at networking events, seminars and trade shows
- Conduct sales presentations online to communicate the value of Celigo's solutions
- Assist in the creation of sales materials and pitch decks
- Manage escalations in a calm and professional manner

Who are we looking for?

- At least 5 years sales/partnership experience with proof of a good track record in B2B sales. Candidates with excellent knowledge of the NetSuite ecosystem are essential.
- Proven persuasion and negotiation skills.
- Ability to manage multiple projects simultaneously.
- Strong communication skills to build rapport with prospects, existing customers and partners.
- Experience in lead development, lead follow up, lead qualification and selling over the phone and via email.

- Organizational skills and effective time management to succeed in a fast-paced environment.
- Detail-oriented and adamant about never missing meetings and appointments
- Strong Excel, Salesforce, and G-Suite skills. Knowledge of NetSuite is necessary.
- Familiarity with video conferencing
- Experience giving presentations or demonstrations.
- Professional communication skills, both written and verbal
- Strong analytical and problem solving skills
- Can work independently and take self initiative
- Some travel will be required
- Bachelor's degree or equivalent

About Us

Celigo is the leading integration platform (iPaaS) that is pushing the boundaries of what an iPaaS can be. Celigo's unique approach to integration enables IT and business users alike to automate and optimize every business process, allowing organizations to accelerate growth and drive innovation at scale.

Pay Scale Information :

Celigo reasonably expects to pay a base salary between \$175,000 - \$190,000 for this position. Actual starting base pay will be determined by skills, experience, geographic location, and other non-discriminatory factors permitted by law. Total compensation may also include variable incentives, benefits, or other perks as outlined in any formal employment offer made.

Benefits

Starting your first year, we offer 3-weeks of vacation, wellness days, and holidays to recharge and spend time with family and friends. Additionally, we provide a strong benefits package, a tech stipend, recognition opportunities, and many other cool perks.

Diversity, Equity, Inclusion, and Accessibility

As a company, one of the values we hold most dear is fostering a safe, collaborative environment to bring out the best in us, so we created our Taking a Stand Initiative. Our TAS initiative is a volunteer committee open to all Celigans, with strong representation from underrepresented voices within our company. We believe, unequivocally, that everyone deserves to be in a place where they feel welcome as they are. Learn more about [Taking a Stand](#).

Celigo is proud to be an equal-opportunity workplace. We are committed to equal employment opportunities regardless of race, color, ancestry, national origin, religion, creed, age (40 and over), disability (physical or mental), sex, gender (including pregnancy, childbirth, breastfeeding, or related medical conditions), sexual orientation, gender identity, gender expression, medical condition, genetic information, marital status, condition (associated with cancer, a history of cancer, or genetic characteristics) military and veteran status, or any other characteristic protected by applicable law. We also consider qualified applicants regardless of criminal histories, consistent with legal requirements.

Employees and applicants are also protected against retaliation. Consistent with federal and applicable state laws, acts of retaliation against an employee or applicant who engages in protected activity, such as reporting discrimination or harassment or participating in the EEO process, whistleblowing, or the exercise of any appeal or grievance right provided by law will not be tolerated by Celigo.