



Director of Strategic Partnerships - Chicago, Illinois

PublicRelay is currently seeking a Director of Strategic Partnerships to lead the sales effort for the Central Region out of our Chicago office. The Director of Strategic Partnerships will be responsible for identifying and qualifying appropriate new business opportunities, initiating mutually beneficial business relationships, and closing the deal for business with PublicRelay.

Ideal candidates will have a proven track record both as consistent deal closers and as skilled ongoing relationship managers that can ensure a high quality customer experience. They should also have experience building a beachhead in new markets and business segments.

Responsibilities

- Builds relationships with public relations executives at leading companies in the Central Region
- Determines prospect needs and opportunities while assessing against PublicRelay capabilities and business goals
- Develops and implements a successful sales strategy
- Identifies strategic sales issues and facilitates discussion/resolution with sales team and management
- Identifies, qualifies, and solicits appropriate business,
- Monitors and reports performance against agreed sales metrics
- Develops strategy for optimizing PublicRelay's positioning and sales success
- Collects & analyzes purchaser preferences and competitor data
- Assesses competitors' strengths and weaknesses

Qualifications:

- 7 years of experience in sales and managing business-to-business relationships required
- Track record of consistently exceeding sales targets, year after year
- Bachelor's degree in marketing, finance, or business administration