



Email us today:  
hiring@firemind.com

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**Please note:** All applicants must have the right to work in the EU. No sponsorship is available for this position.

# We're hiring.

## Alliance Lead

### About Firemind

All-in AWS, born in the cloud partner. Firemind is a Generative AI and Data Modernisation specialist partner known for expertise in practical applications of generative AI, helping customers bring projects from prototype to full production, by providing end-to-end support.

### Job Description

We are seeking a dynamic and experienced Alliance Lead to further grow our strategic alliances. This pivotal role will be responsible for cultivating and leveraging our relationships to drive business growth, generate new opportunities, and position Firemind as the chosen partner in our target markets.

### Responsibilities

#### Relationship Building and Networking

- Build and nurture strong relationships with key personnel across different levels, departments, and global regions
- Present oneself as the face of the global Firemind team, building credibility through professional and competent engagement
- Create and implement a strategic networking plan targeting personnel, potential clients, and partners in global ecosystems
- Lead and manage Hyperscaler, Tech and Reseller partnerships

#### Business Growth and Opportunity Generation

- Lead a team of regional alliance managers to generate new leads and opportunities, focusing on networking and personal engagement
- Contribute to increasing average deal size and accelerating the deal speed of generated sales opportunities globally
- Set and achieve quarterly targets for new leads, opportunities, and revenue generated through partnerships across different regions

#### Strategic Positioning and Go-to-Market Activities

- Position Firemind as the partner of choice within new segments and regions
- Develop, lead, and deliver joint go-to-market activities with teams across the globe
- Attend relevant industry events worldwide, establishing Firemind as a go-to expert through speaking engagements and thought leadership presentations

#### Internal Collaboration and Communication

- Lead a team of regional alliance managers to support the global marketing initiatives
- Contribute to the overall strategy and planning of the global sales, marketing, and alliance functions
- Regularly communicate insights, trends, and opportunities to the global Firemind team



## Skills & Experience

### Essential

- Minimum 5 years of experience in alliance management, partner ecosystem development, or a similar role
- Proven track record of building and maintaining strategic partnerships
- Excellent relationship-building and networking skills, with the ability to engage effectively at all levels of an organisation
- Demonstratable ability to generate leads and close deals in a B2B technology environment
- Experience in developing and executing joint go-to-market strategies
- Strong analytical skills with the ability to interpret market trends and competitive intelligence
- Self-motivated with the ability to work independently and as part of a team
- Adaptability and agility to thrive in a fast-paced, evolving cloud services market

### Desirable

- Experience working for an AWS ISV or consulting partner
- Alliances experience
- Experience in project management and cross-functional collaboration
- Excellent presentation and public speaking skills

## What we offer

1. Competitive salary and benefits package.
2. The opportunity to work on cutting-edge technology projects with major clients.
3. A supportive, collaborative, and innovative work environment.
4. Continuous professional development opportunities.

## How to apply

To apply, please submit your CV, cover letter, and any supporting documents. Applications will be considered on a rolling basis until the position is filled. We are an equal opportunity employer and value diversity at our company.

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