



## MANAGER, CHANNEL AND PARTNERSHIPS

LOCATION: ANYWHERE IN THE US

### Who We Are:

GigalO has invented the first truly composable universal dynamic infrastructure fabric, empowering users to accelerate workloads on-demand, using industry-standard PCI Express/soon CXL technology. As a global leader in Composable Infrastructure (CI), our open platform allows users to effortlessly manage and configure “physical” bare metal server systems in seconds. GigalO’s FabreX™ open architecture allows users to configure their physical server infrastructure on-the-fly while enabling true datacenter disaggregation.

Does getting in on the ground floor of a data center technology that is disrupting the computing, HPC, and AI industry make your heart beat a little faster? Does the excitement of joining a team of exceptionally talented and motivated technologists at a well-funded, startup sound attractive? Are you looking for an exciting Sales Engineer opportunity with unlimited upside potential? If so, please read on.

### What You Will Do:

The Manager, Channel and Partnerships participates in the development of channel sales. In this role you will strategically plan and deliver a cross-functional strategy to engage our current and potential VAR, OEM, and Technical Alliance partners. We are looking for an individual who understands the channel business and how to grow and manage a region. In addition to enabling partners, you will be responsible for driving marketing activities with your partners to increase brand awareness and product adoption.

### Responsibilities:

- Evangelize, enable, and develop go-to-market strategies with the VAR, OEM, and Technical Alliance ecosystem
- Collaborating with GigalO sales managers on channel development strategy, reviewing and adjusting as needed to drive goals as well as new initiatives
- Manage a portfolio of high performing partners to achieve partnership goals including sales quota and marketing activities
- Develop best practices to engage with partners, escalate issues and set clear expectations with partners on working with GigalO
- Develop partner specific account plans to include annual & quarterly goals, marketing support, requirements, etc.
- Ensure partners are maintaining baseline training and knowledge of GigalO
- Assist as needed in the development of required support materials for the GigalO Partner Program
- Measure and report on the success of assigned partners
- Help with recruitment, training, and on-boarding of new partners

### Qualification and Experience:

- 6+ years of industry experience within channel partnership/alliances, sales, marketing, business development
- 5+ years of direct channel sales/management experience in the data center and/or HPC space
- Experience working with and selling to in the Fortune 2000, Higher Education and the US Federal Government
- Bachelor's degree or equivalent experience
- US Citizenship or Permanent Resident status
- Ability to travel (up to 50%)

### Contact Information:

Send your cover letter and resume to [careers@gigaio.com](mailto:careers@gigaio.com)