



TITLE: STRATEGIC ACCOUNT MANAGER

LOCATION: ANYWHERE IN THE US

Who We Are:

GigalO has invented the first truly composable universal dynamic AI memory fabric, empowering users to accelerate AI and engineering/scientific workloads on-demand, through our revolutionary SuperNODE and SuperDuperNODE architectures. As a global leader in accelerated infrastructure, our open platform helps users quickly deploy leading edge infrastructure to help them capitalize on all the ways AI will move their businesses forward.

Does getting in on the ground floor of a data center technology that is disrupting AI and HPC computing make your heartbeat 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 Strategic Account Manager opportunity with unlimited upside potential? If so, please read on.

What You Will Do:

As a Strategic Account Manager specializing in the AI and HPC application markets at GigalO, you will play a pivotal role in driving revenue growth, fostering productive sales partnerships, and expanding our market presence. This role demands a strategic thinker with a deep understanding of the data center infrastructure landscape, excellent communication skills, and a proven track record of successfully managing strategic accounts and selling partnerships.

Responsibilities:

- Together with Sales Management, identify the core list of essential selling partners. Develop and execute plans to build and nurture these partners to achieve yearly and quarterly revenue numbers in the assigned territories.
- Meet and exceed revenue and margin dollar, design win, and pipeline development goals for assigned territory.
- Clearly and effectively deliver GigalO's value proposition and cultivate a growing list of select sales professionals at our selling partners capable of selling GigalO solutions.
- Build executive level relationships across our selling partners and their customers. Orchestrate engagements and communications at all levels.
- Effectively engage architecture, engineering, business, and marketing teams with GigalO's selling partners and customers.
- Develops and maintains strategic account plans for each partner and significant customer.
- Works with GigalO resources, as well as external partners to deliver required solutions.
- Maintain close alignment with GigalO sales engineering teams, product marketing and technical support teams.
- Participate as needed in planning for and executing on joint marketing activities with customers and partners.

- Maintain close relationships with marketing and product management and provide customer and partner feedback on product requirements, pricing and selling and partner materials.
- Be a highly effective evangelist for the GigaIO SuperNODE and Edge-based solutions.
- Maintain direct customer relationships as a trusted advisor and help establish relationships with our Customer Success Team.
- Efficiently handle all administrative tasks in territory including setting up and conducting monthly pipeline reviews, distributing inbound leads, managing deal registration, and handling Partner discount requests, as well as forecasting for the territory.

Qualification and Experience:

- 8+ years of data center, AI and/or HPC industry experience within sales, sales engineering, or business development with demonstrated success in achieving revenue goals working through select selling partners.
- Engineering background and technical understanding of AI and HPC to lead conversations with partners and customers.
- Display a “whatever it takes” mentality to creatively grow our business with our select partners.
- Ability to individually handle technical discussions and express value of GigaIO’s technology and solutions.
- Experience working with and selling into the Fortune 2000, Higher Education, or the US Federal Government.
- Bachelor’s degree or equivalent experience
- US Citizenship or Permanent Resident status
- Ability to travel (up to 50%)
- Desirable to have experience working for and successfully selling new technology from a start-up company.

Salary:

\$150,000 - \$175,000, Depends on Experience

Contact Information:

Send your cover letter and resume to Careers@gigaio.com