

# Turkey Jobs Expertini®

## Alliances Director

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Company: Sovos

Location: İstanbul

Category: other-general

### **Build your future with Sovos.**

If you're seeking a career where innovation meets impact, you've come to the right place.

As a global leader, Sovos is transforming tax compliance from a business requirement to a force for growth while revolutionising how businesses navigate the ever-changing regulatory landscape.

At Sovos, we're dedicated to more than just solving compliance challenges – we're committed to making a positive and lasting difference in everything we do. Our teams operate on the modern edge of digital technology, working not only to solve complex business challenges but also to enrich our personal, professional, and local communities. Our purpose-built systems provide the tools you need to thrive in a world where governments demand increased visibility, faster reporting and greater control over business processes. Excited about the possibilities? So are we!

Don't worry if you don't check all the boxes – apply anyway! We're focused on hiring the right people, not just the right resume. It's not about what you've done elsewhere; it's all about what you're capable of doing here.

### **The Work You'll Do**

As part of the Turkish technology team, the Alliances Director is a key individual contributor that will spearhead business development across several strategic ERP partners. This role will drive execution around account strategy, go to market, and integrations with each focused partner. You will help establish, and track success against the correct metrics and KPIs, and work in partnership with the rest of the Alliances team to set appropriate growth and

investment strategies. Success to expand ecosystem sales will incorporate deep account penetration and driving referrals from integrated ERP/platform partners that result in incremental sales.

**More specifically you will:**

Building and managing our strategic alliance partners ( Microsoft, SAP, Oracle) or GSIs (Big 4, EY, Accenture).

Lead business development programs with assigned partners that increase Sovos sales revenue through our technology partners.

Develop and execute go-to-market (GTM) strategy with a named list of Sovos (ERP) technology partners to drive incremental revenue. GTM strategy to include direct seller channel/reseller engagement maps. Support global business development through alignment with other Sovos regions.

Create business plans with key stakeholders for each partner and ensure goals are being defined and met across KPIs. Establish a business cadence, including Quarterly Business Reviews (QBRs) and regular executive alignment.

Identify partner stakeholders, win mindshare of partner field teams, and drive business development and all aspects of partner engagement. Build deep relationships with individual Sovos and partner sellers, ensuring that sales teams have a strategy to engage with ERP Partners.

Help build appropriate internal content to enable Sovos sellers on the benefits of partner solutions, and to enable partner sellers on the benefits of Sovos solutions.

Collaborate with Product, Engineering, Operations, Sales, and Marketing to provide coverage of the partners, drive joint solutions, reference architectures, customer offerings, develop new integrations, and leverage existing integrations to execute GTM programs that drive new referral sales opportunities.

Drive alignment between the partner and Sovos field organisations and continue to build on the Sovos co-sell culture to create win-win outcomes with our joint customers.

**What We Need from You**

Fluent in English and Turkish (written and spoken)

15+ years in sales/alliances, enterprise software industry experience. Has specific account or domain experience critical for the role.

A proven track record of penetrating, onboarding, and growing ERP partners including knowledge of business models and joint GTM strategies.

Ability and passion for developing and establishing strategic partnerships/accounts and working closely with sales teams in competitive environments.

Familiarity with enterprise software and SaaS sales models.

Proven ability to understand company KPIs and build joint GTM plans with technology partners to further company goals.

Experience with technology partner agreements, referral agreements, and building strategic engagement business and marketing plans.

Proven ability to achieve sales objectives and drive accurate forecasting of partner business.

Growth mindset in an organisation that is building out its partner DNA and ecosystem.

Strong collaboration skills both within field sales and professional services.

Ability to travel when the timing is appropriate and safe.

Due to federal contracts - successful candidates must successfully pass a background check and drug test before hire.

### **What Does Sovos Offer You?**

The tools to enhance your life - because we want you to enjoy your life outside of work and inside!

- Flexible Time-Off
- Bi-Weekly Meeting Free Days!
- Mentoring Programs
- Globally recognised Training and Development programs
- Benefits

Sovos is an equal opportunity employer committed to providing an environment that

celebrates diversity and where equal employment opportunities are available to all applicants and employees. We do not discriminate against race, color, religions, national origin, age, sex, marital status, physical or mental disability, veteran status, gender identity, sexual orientation, or any other characteristic provided by law. At Sovos, all employees are encouraged to bring their whole selves to work.

### **Company Background**

Sovos is a global provider of tax, compliance and trust solutions and services that enable businesses to navigate an increasingly regulated world with true confidence. Purpose-built for always-on compliance capabilities, our scalable IT-driven solutions meet the demands of an evolving and complex global regulatory landscape. Sovos' cloud-based software platform provides an unparalleled level of integration with business applications and government compliance processes.

More than 100,000 customers in 100+ countries – including half the Fortune 500 – trust Sovos for their compliance needs. Sovos annually processes more than three billion transactions across 19,000 global tax jurisdictions. Bolstered by a robust partner program more than 400 strong, Sovos brings to bear an unrivaled global network for companies across industries and geographies. Founded in 1979, Sovos has operations across the Americas and Europe, and is owned by Hg and TA Associates. For more information visit and follow us on and .

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