



Position Description

Title: Director of Strategic Alliances
Reports to: CRO (Chief Revenue Officer)
Job Type: Salaried, Full Time
Relocation: TBD

GRC is changing the dynamics of the Data Center industry. No other company has more experience or expertise in liquid immersion cooling for data centers than we do. We've been breaking through limitations and setting new standards of data center cooling and efficiency worldwide. For over a decade, GRC is providing patented technology that eliminates the need for legacy air-cooling and allows for true environmentally friendly applications and absolute flexibility in implementation.

Job Summary

As the Director of Strategic Alliances at GRC, you will be responsible for creating the strategy and executing the plan for expanding GRC's relationships with key technology partners. These partnerships include globally brand-recognized OEM server manufacturers and data center infrastructure providers.

The ideal candidate will have a deep background and demonstrated success in multiple partnering models including sell-with and sell-through, licensing, OEM and technology.

Experience building partner ecosystems for start-ups from the ground up. This is a hands-on builder role. You will ultimately be expected to build and develop a team of world-class partner development professionals.

Core competencies include a demonstrated experience in both ICT and its supporting data center infrastructure.

Key Responsibilities:

- Identify key target partnerships and create actionable plan for winning the partners' hearts and minds
- Create, maintain, and execute Strategic Account Planning for each primary partner
- Serve as one of the company's spokespersons for industry events, interviews with press/analysts, and industry consortiums

Measures of Success

- Achievement of planned partner revenue numbers as part of the overall company revenue and growth targets in tandem with the CRO (Chief Revenue Officer)

Required Education, Skills, & Experience

- Minimum bachelor's degree, preferably in Engineering or Business
- 10+ recent years of direct experience partnering with datacenter hardware and datacenter infrastructure providers
- Direct experience with the following companies:
 - Dell
 - HPE
 - Intel
 - Lenovo
 - Schneider
 - Supermicro
 - Vertiv
- Team-oriented collaborative working style
- Ability to manage multiple projects and deadlines with attention to detail
- Ability to manage your calendar and make your own travel arrangements
- Sense of humor is a plus!

Perks and Benefits

- Medical, dental and vision insurance for employees
- 401K program to help you invest in your future
- Flexible vacation time to promote a healthy work-life balance

GRC is an equal opportunity employer. We believe that diversity is integral to our success, and do not discriminate based on race, color, religion, age, or any other basis protected by law.