



Position Description: Global Strategic Partner Manager – Data Center Infrastructure Providers

Title: Global Strategic Partner Manager - Data Center Infrastructure Providers
Reports to: 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

GRC has established partnerships with Vertiv and Schneider Electric. These partners expect an increasingly significant portion of their market to rely on liquid immersion cooling technology. As Global Strategic Partner Manager – Data Center Infrastructure Providers, you will be responsible for executing the plan to meet this expected market expansion.

The ideal candidate will have demonstrated success in partnering ecosystems including sell-with and sell-through. You will leverage GRC's sales and marketing as well as key alliance partners such as Intel and Dell, Supermicro, HPE and others in order to meet our shared, aggressive market adoption expectations.

This is a hands-on sales role with global responsibility. Experience at a technology start-up is a plus.

Core competencies include a demonstrated experience with the IT market and its supporting data center infrastructure.

Key Responsibilities:

- Identify and drive joint opportunities with Vertiv and SE's global business development teams.
- Serve as expert consultant to Vertiv and SE's BD organization, working cross-functionally to expand their business in the immersion cooling space.
- In this role, you will rely on excellent analytical, problem-solving, and relationship building skills to resolve shared client challenges.



- Analyze performance and present findings to partner, highlighting opportunities for introducing incremental growth. Contribute data-driven insights to support recommendations and ensure internal tracking pipelines are current.
- Identify product-based opportunities on behalf of these global partners. Leverage cross-functional support teams to ensure they have access to the resources they need to close opportunities.

Measures of Success

- Achievement of planned revenue numbers as part of joint alliance with Vertiv, S.E. and their partners - meeting the overall company sales bookings and growth targets.

Required Education, Skills, & Experience

- Recent, substantiated success selling with a global technology partner in datacenter hardware and datacenter infrastructure arena.
- Direct experience with the following companies:
 - Vertiv
 - Schneider Electric
- 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.