



Job Description

Title: Business Development Consultant – Dell Technologies

Reports to: Director, Global Strategic Alliances

Job Type: Salaried, Full Time

Relocation: No

Job Summary

Come join us at the nexus of data center technology, environmental sustainability, artificial intelligence, and edge computing. GRC is changing the dynamics of the Data Center industry. For over a decade, GRC is providing patented technology that eliminates the limitations of legacy air-cooling and allows for truly sustainable applications and total implementation flexibility.

As a Strategic Alliance Manager, you are a highly passionate, self-motivated data center computing professional. This is a customer-facing role and a member of the Global sales team.

You will be focused on Dell Technologies, one of GRC's Global Alliance Partners. You will use your knowledge and professional connections to facilitate the migration of customer data center environments from traditional air-cooled to immersion computing, using a combined GRC/Dell Technologies solution.

You will need to be diligent in developing new and sustaining Dell Technologies relationships as well as be comfortable discussing mutually beneficial solutions with both Dell and customer audiences. With GRC, you are operating in a dynamic, technology start-up which is changing the paradigm currently limiting today's data centers.

Key Responsibilities:

- Identify key target partnership opportunities within Dell and create actionable plans for winning Dell Account Executive and Solution Architect hearts and minds
- Create, maintain, and execute Strategic Account Planning for global Dell Technologies business
- Work industry events and consortiums when needed

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)



Job Requirements

Required Qualifications and Experience:

- 5+ years' experience providing Dell sales solutions involving data center computing and infrastructure. Dell OEM server experience with HPC or data center solutions background is preferred.
- Position open for telecommuting, but preference for location in the Austin, TX area.
- Demonstrated knowledge of data center computing with aptitude for learning thermal management.
- Outstanding verbal, written and interpersonal communication skills
- Effective written and oral communication skills; the ability to interact professionally with diverse groups.
- Team-oriented collaborative working style.
- Ability to manage multiple projects and deadlines with attention to detail and follow up with minimal supervision.
- Highly organized; self-starter.
- Bachelor's Degree in Business Administration or related degree
- Able to adapt to changing project priorities in a fast-paced startup environment, comfortable with some ambiguity and with a great sense of humor.

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.

Log on to <https://www.grcooling.com/careers/> to apply