Job description

We are looking for an ambitious and experienced sales individual that is dynamic in their thinking and possess great energy, passion and initiative to help craft the foundation of our partner practice to bring the power of Presto and SQL on anything to the global enterprise. The Director of Channel role will own all things channel related for our business globally. This individual will be responsible for developing a partner program strategy to identify, qualify and recruit SI's with core competencies aligning to Starburst's position in the market. Even more critical to the partner program will be establishing a certification program, enablement program and monitoring process for quality control. This will be a Channel Partner Revenue driven role, aligned to our Sales and Alliances organizations and strategic to our customers through Partner lead services.

Responsibilities

- Assume ownership and optimization of existing partner portfolio
- Identify, qualify and recruit SI's strategically aligned to Starburst offering and GTM
- Build Partner certification and enablement program
- Own, drive and measure partner program across entire partner life cycle
- Support the GTM Org by delivering partner lead pipeline, new ACV won and delivery of PS

Requirements

- At least 2 years in a direct sales role for a high technology company
- At least 3 years in a partner / channel manager role
- At least 5 years generating pipeline and selling through Global System Integrators and ISVs
- At least 5 years Experience working in a heavy sales matrix model
- Technically Knowledgeable in the open source software, big data, IoT, and / or cloud computing space
- Total boss and widely referred to as a Big data ninja, Special Forces Partner Person or generally regarded as a savage.. On the brink of validated chief mode

Location: Boston, New York City, Seattle or San Francisco preferred, but not required.

Starburst Data:

The Starburst founding team has been supporting and innovating the customer big data journey for nearly a decade. With engineering roots from the early stages of Vertica, founding then selling early SQL- on- Hadoop platform Hadapt to Teradata, and then leading Teradata's emerging technology group to get deeply involved in Presto. Since rolling up their sleeves and committing to the Presto project, the Starburst team have become the most active contributors to the project. While Facebook, Airbnb, Netflix and other technology giants use Presto at scale and bring meaningful contributions from their custom deployments, the Starburst team is focused on aggregating demand from the broader market and making the technology consumable for all organizations. Starburst is a shepherd of the project and will continue to deliver advancements on performance, stability and connectivity. With Presto at the core, Starburst provides customers looking to harness the power of SQL on anything, at any scale with Enhanced Security Features, Custom Integrations, Improved Management and Support. Our vision at Starburst is to allow any customers at any point in their big data journey to achieve real time value from ALL of their data, regardless of where it resides. Whether your data architecture is deployed on prem, in the cloud, or a hybrid Starburst enables true cost management, accelerated time to value and future architectural optionality both now and in the future.