

SALESFORCE ALLIANCES PARTNER MANAGER

Mogli Technologies delivers impeccable Salesforce apps and implementation services to domestic and international businesses, educational institutions, and nonprofits. Our systems are easy to use and have robust functionality. Our fantastic client services & success team has won the loyalty of clients around the world. We are a growing, high trust team focused on accelerating the organizations we serve with great tech, services and support.

We're looking for a Salesforce Alliances Partner Manager to join our team. In this role, you will be responsible for building, maintaining and evolving relationships with Salesforce to refer Mogli SMS business. You will work closely with leadership, the sales and marketing teams to increase Mogli SMS opportunities domestically and internationally. You will also become adept at Mogli SMS demos and organize and provide ongoing training to the appropriate Salesforce employees and teams.

You will work with Salesforce AE, SE's, and other relevant roles to create greater visibility for Mogli SMS opportunities and shepherd specific deals from Salesforce to Mogli's sales team and equally back to Salesforce AEs. You'll work closely with the leadership team to execute GTM plans in an owned/aligned market unit/industry and develop specific target Practice Development plans.

What we hold sacred around here:

Trust. We authentically extend trust in our relationships and all that we do. We seek to create a culture where you will thrive, have the autonomy to do your best work, and serve clients the way you have always wanted.

Hustle. We are a driven group of individuals who are happiest in motion. We take pride in delivering exceptional experiences for our clients and do so without the burden of bureaucracy to slow us down.

Empathy. We listen. I mean, **really** listen to each other and to our clients. We are invested in setting people up to succeed, and when there are challenges, we will stay with you until things have been resolved.

Generous Tenacity. We are driven and results-focused, but towards a higher purpose. Instead of serving our own interests, we are wired to serve others. Drive without purpose and intention isn't our gig.

Some traits we're looking for from you:

- Enthusiastic, engaging and persistent personality to represent Mogli (product, culture and team) within the Salesforce ecosystem
- A confident and organized quarterback to manage client deals between Salesforce AE/SE's and the Mogli team
- Demonstrable track record exceeding a revenue-based quota of significant scale in past positions
- Top-tier account planning, sales execution, and territory management with industry-leading SaaS companies
- Demonstrated experience managing client opportunities within complex account teams, navigating partnerships between sales organizations and managing potential channel conflict
- Must be able to demonstrate and provide specific examples of C-level presentation and buy-in. If Salesforce experience, then examples of selling into the Salesforce ecosystem.
- Strong business and technical aptitude for the Salesforce platform and relevant external services
- Diligently manage opportunities with Mogli's sales and marketing team and be the go-to expert in the Salesforce partner channel.
- Creatively and cooperatively work cross-functionally across Mogli's marketing, client success, and sales teams.
- Manage and report business through accurate forecasting, stakeholder updates, and quarterly business reviews
- Develop, manage, and track quarterly GTM campaigns focused on driving lead generation for strategic partners

What your day to day looks like:

- Working closely with Chief Revenue Officer and marketing team to build and deliver a successful Salesforce channel program
- Prospecting and establishing new Salesforce AE & SE relationship
- Engaging and staying connected with existing Salesforce AE & SE relationships

- Supporting marketing campaigns, webinars, events and other activities to engage and foster successful relationships at Salesforce
- Engaging AE's when a Mogli SMS sale is completed by communicating with the AE and Salesforce Partner Manager through various channels to celebrate the win and use the sale as a chance to bring attention to Mogli
- When events happen... again (Salesforce Dreamforce, regional events, partner events, etc.) Planning and organizing fun ways to connect with Salesforce staff to promote Mogli and build relationships
- Staying connected with Mogli's Salesforce PAM (partner account manager) to develop and evolve our presence within Salesforce

What you bring to the table:

- 3-5+ years of solution sales experience and/or OEM, ISV Sales for SaaS platforms/solutions
- Ability to articulate a clear, concise client value to internal and client stakeholders
- Sales methodology training and high app rigor within Salesforce Sales Cloud
- Strong client or partner references from SaaS industry leaders
- Ability to inspire SaaS industry executive leaders and client decision-makers
- Entrepreneurial mindset with the ability to create engaging campaigns that drive awareness and net new opportunities

Here are some other qualities we really hope you have (but aren't deal-breakers for the right person)...

- Experience managing Salesforce AE & SE relationships and a list of existing relationships to build upon
- Demonstrated knowledge or experience in one or more of the following industries: Non-Profits, Higher Education, Healthcare or Financial Services.
- Local to Denver, CO

Salary and Benefits

- Target compensation range of \$90-150K, dependent upon experience
- Complete Medical, Vision and Dental insurance, fully covered by Mogli
- Matching 401k
- Time off: 15 days PTO, 7 US Public Federal Holidays, 6 paid sick days; option to utilize floating holidays
- Base pay and bonus incentives for productivity milestones set by management

Please submit a cover letter and resume to jobs@mogli.com.