

## Sr. Partner Consultant

### SpearTip - Mission Statement

Blend cutting-edge technologies, unique skill sets and proven military cyber counterintelligence strategies, SpearTip partners with our Partners to protect shareholder value, shield corporate reputations and enhance long-term profits.

### Core Values

#### Tenacious

- Tireless in our pursuit of answers; never give up until we find a solution
- Resolute in our desire to exceed client expectations
- Insistent on holding ourselves to a higher standard

#### Consistent

- Develop, follow, and improve internal processes to achieve our corporate vision
- Listen, ask questions, get the facts, make better decisions
- Committed to be the best
- Focus, focus, focus!

#### Decisive

- Get it done, don't delay it
- Overcome roadblocks, push through issues
- Act with autonomy; make intentional decisions

#### Continuous Learning

- Grow our people to grow the business
- Enrich our minds to improve our company culture and personal life
- Help others to excel; serve as a knowledge base for each other, our clients, and our community

#### Accountable

- Uncompromising integrity, always transparent, honest, and direct
- Treat others with dignity, care, empathy, and consideration
- Rely on others and be reliable
- Demand excellence

#### Collaborative

- Partner with our clients to produce superior results
- Be a team player; seek input and advice from co-workers
- Make it a practice to listen first and then to be heard

### Position Description

As a Sr. Partner Consultant, you will help organizations strengthen their cybersecurity posture through advising clients on proactive and reactive cybersecurity consulting services. By developing trusted relationships with partners the consultant will turn leads into long term partners.

### Characteristics Requirements

Not all of the following requirements are expected for every potential candidate. SpearTip considers both the character of person and their experience when making hiring decisions. For a strong candidate, SpearTip is willing to offer training (internal and external) to fill knowledge gaps.

#### Personal Attributes:



Excellent oral, written and social media communication skills



Ability to manage multiple tasks with shifting priorities and timeframes



Ability to lead and motivate team



Appropriately communicate brand identity and corporate position



Superior work ethic and integrity

**Educational and Experience:**

-  Bachelor's Degree desired
-  4+ years Sales/Customer Service desired
-  Experience with using a Customer Relationship Management System (CRM System)
-  Administration, management, and leadership abilities desired
-  Demonstrated history of goal achievement

**Responsibilities:**

-  Responsible for building relationships with key leaders at all of SpearTip's current partners
-  Lead partner meetings to review the current status of engagements and update partners on key developments
-  Must be able to communicate professional with top level executives and board members in organizations ranging in size from a mid-size manufacturing firm to a large publicly traded corporation
-  Responsible for expanding partner relationships by introducing new or improved offerings
-  Be able to overcome partner objections or issues in a non-confrontational manner to address the root cause
-  Responsible for soliciting feedback from partners to improve engagement delivery
-  Coordinate closely with security operations team member to ensure partner needs and concerns are addressed in a timely, efficient fashion
-  Participate in developing strategies to assist the sales and partner support team's success in renewals, conversions, and relationship expansion
-  Actively participate in the SpearTip EOS process and L10 Meetings

**Benefits:**

-  Health Insurance Coverage – 100% coverage plan, current employee contribution is \$0
-  Dental & Vision Coverage – current employee contribution is \$0
-  Participation in 401(K) Plan, employer match of 100% for the initial 3% of contribution and 50% for next 2% of contributed funds, immediate vesting
-  SpearTip approved holidays (currently 8 approved holidays)
-  Personal leave days