



Partner Identification Manager

- St. Louis, MO, USA (Hybrid)
- Full-time

Company Description

Blending cutting-edge technologies, unique skill sets and proven cyber counterintelligence strategies, SpearTip partners with our clients to protect shareholder value, shield corporate reputations and enhance long-term profits. We are driven to protect our clients from the ever-changing threat actors and become the gold standard in detecting zero-day vulnerabilities.

We are driven by our core values: tenacious, consistent, decisive, continuous learning, accountable and collaborative. These values define our culture, and we strive to employ technical experts who have the right character, attitude, and motivation necessary to deliver exceptional service to our clients. We are looking for new talent in the St Louis area to be a part of our growing team!

Job Description

Looking for motivated team members are ready to hit the ground running in their sales career! Partner Identification Managers (PIMs) build relationships by introducing potential prospects to our solution over the phone and possibly at tradeshow events, virtual and/or live! Success as a PIM can launch you into a career that can flourish into a sales, leadership, and/or business development opportunity. If you are eager to create new relationships, able to work hard and achieve goals, this may be a great fit for you.

The Partner Identification Manager will support business development in the identification of potential partners for both our assessments and continuous monitoring solution.

Duties/Responsibilities

- Qualify each lead by conducting research to identify potential prospects.
- Take notes accordingly on each lead prior to engagement.
- Responsible for scheduling appointments for sales team members.
- Possibility of travel responsibilities.
Potentially networking with attendees at tradeshow events.
- Work closely with manager to achieve monthly goals
- Other duties as assigned

Qualifications

Required Skills/Abilities

- Sales cold calling experience
- Current or past SDR experience

- Excellent management and supervisory skills.
- Excellent written and verbal communication skills.
- Excellent organizational and time management skills.
- Proficient in Microsoft Office Suite or similar software.

Additional information

At SpearTip, we strive to protect our clients 24/7, 365 days a year from the ever-evolving changes in cybersecurity. We take pride in our results and what we achieve. We recognize that life isn't all about work; we promote a culture that supports your personal goals and enriches your professional goals.

We provide excellent benefits to our team members. You could be eligible for:

- 100% employer paid health, dental and vision coverage plans for you and your family members
- 401(K) Plan with 100% employer match up to the first 5%
- Paid Time Off program and paid holidays
- Opportunities to grow and promote through employee development and employer-paid training

We want people who want to grow with us! Are you ready to stop threat actors from victimizing companies? Apply and find out!