



Smartsheet is seeking an experienced **Partner Sales Director** to build, operate, scale and continuously improve our sales business through high impact partner insight, program development, recruitment and sales execution. This dynamic leader will own a critical growth initiative in a fast moving cloud application business that is experiencing triple digit growth. This position will lead the partner sales strategy (resell and integrated solutions) and change initiatives to accelerate revenue growth, market share and customer experience. You will be part of an innovative, successful, results-driven, and high-energy leadership team with a differentiated and high value Software as a Service (SaaS) platform that delivers real productivity to every function in organizations of every size in all industries in 160 countries. This role requires a team player with a unique blend of business leadership, ownership and management, sales acumen, mental agility, and communication skills.

This exciting and high profile role reports to the EVP of Sales and is based in Smartsheet's corporate offices in Bellevue, WA.

Job responsibilities include:

- Meet or exceed quarterly and annual channel resell and partner professional services capacity goals.
- Build and execute a global systems integration and resell partner business at scale through partner segmentation, selection, recruitment, enablement and on-going support.
- Jumpstart the partner sales initiative by engaging current and recruiting new partners to penetrate new segments and generate new business with demand generation campaigns, solutions on Smartsheet and/ or resell capabilities.
- Identify and activate new Smartsheet partners in platform ecosystems with native Smartsheet integration (ex: Google, Salesforce, Box, etc) or adjacent ecosystems with API integration capability (ex: MS Project, Sharepoint, Quickbooks, etc)
- Engage partner leadership, develop business plans and execute joint sales/marketing plans that deliver meaningful and repeatable business impact.
- Deliver meaningful strategic and tactical business insight through appropriate business goals, metrics, key performance indicators and analytics.
- Design the sales resource model and incentives necessary to bring repeatable revenue growth and geographic scale.
- Establish a Solutions/ Resell Partner Advisory group to gain continuous and actionable insight on customers, market opportunities, competitors and program benefits.

Requirements:

- Minimum of 10+ years of partner sales experience, preferably 3+ years working in a high-volume cloud application business environment. Working knowledge of SaaS based collaboration/work management segment SaaS products.
- 5+ years developing and executing partner programs at scale which includes program features, economic incentives, sales campaigns, training and support.
- Strong leadership, business development, organizational, communication (verbal, written and presentation) and interpersonal skills.
- Experience leading, managing, or mentoring other sales/partner sales professionals.
- Excellent analytical, pattern matching and problem solving skills.



- Ability to be creative, flexible, and objective in a dynamic, rapidly changing environment.
- Experience and success performing to multiple business goals (Balanced Scorecard) by partnering across functions such as Direct Sales, Marketing, and Technical Support.
- Bachelor's Degree is required; advanced degree is a plus.