OEM Business Development Manager

Job Summary: As an OEM Business Development Manager, you will play a pivotal role with our strategic partners. You will be responsible for cultivating and expanding existing relationships, identifying new business opportunities, and driving revenue growth through joint initiatives. In addition to expanding existing relationships, you will be responsible for identifying and acquiring new OEM Partners. This role requires a deep understanding in virtualization, HCI and the edge computing industry, as well as exceptional relationship-building and sales skills.

Key Responsibilities:
- Develop and execute the Business Development/OEM plan to consistently achieve sales goals.
- Account Management of existing strategic partners - expand relationship and revenue attainment.
- Develop and execute account acquisition plan to acquire new strategic partners.
- Stay up to date with industry trends, competitor activities, and customer needs to identify new business opportunities and potential areas for collaboration.
- Work closely with our technical teams to ensure seamless integration of our products and services within strategic partnerships.
- Lead contract negotiations, pricing discussions, and licensing agreements.
- Provide training and resources to sales and pre-sales teams to effectively sell Scale solutions through partner GTM.
- Monitor and report on the performance of OEM partnerships, including sales metrics, market share, and customer satisfaction.
- Collaborate with marketing teams to develop joint marketing campaigns, collateral, and events to promote our OEM offerings.
- Ensure that all contractual and legal obligations are met and maintained.

Qualifications:
- 7+ years of results-driven enterprise software sales experience and 3+ years of OEM experience
- Bachelor's degree or MBA in business-related discipline, or equivalent work experience.
- Experience selling IT Infrastructure, Virtualization, HCI (i.e., VMWare, Nutanix, VxRail, HyperV).
- Excellent sales, business development, negotiation, communication, and presentation skills.
- Demonstrated ability of meeting and exceeding sales targets.
- Strong project management skills, team player with strong cross-functional team collaboration.
- Ability to prioritize, multi-task, and perform effectively under pressure.
- Experience developing and presenting business value (TCO - ROI)

Location: Remote

If you are a motivated and results-driven professional with a passion for OEM Business Development in virtualization, HCI and edge computing, we invite you to join our team and contribute to our success. Apply today and help us shape the future of technology solutions.

About Us: Scale Computing is a leader in edge computing, virtualization, and hyperconverged solutions with thousands of global customers benefiting from ease of use, high availability, and total cost of ownership in deploying their mission critical applications.