



## **Job Description: Alliances Relationship Manager**

### **Who We Are:**

Kim Technologies is an award-winning early stage Software-as-a-Service provider of an enterprise class Case, Document and Workflow Management platform that leverages artificial intelligence capabilities. Our software is applicable to a wide range of business functions, although our initial focus has been within the legal sector. We are headquartered in Bridgewater, NJ with operations in the U.S. and U.K and customers around the globe.

### **The Role:**

We are looking for an Alliances Relationship Manager to develop, service, and grow relationships with an increasing roster of technology alliance partners. The successful applicant will have demonstrable success in strategic relationship management and business development within the software industry. This is a great opportunity for the right individual to be a part of a high-caliber team in a fast-paced entrepreneurial environment.

### **Responsibilities:**

- Develop and maintain partner and prospective partner relationships.
- Key liaison between alliance partner and Kim senior management.
- Negotiate contracts and growth plans with current and prospective alliance partners.
- Develop and deliver appropriate training for relevant teams within partner organizations.

### **Experience:**

- At least 5 years of experience in senior partnership or account management / development roles.
- Successful track record in building long-term strategic commercial relationships.
- Ability to manage senior stakeholders both internally and externally.
- Possesses excellent written and verbal communication skills.
- Must be self-starter, independent and motivated, while also a real team player.

### **Education:**

- Minimum of Bachelor's Degree preferred, however, we are willing to consider applicants without a degree whose work experience and outstanding performance make them a compelling candidate.

\*\* Please, no third-party agencies

\*\* We are currently unable to help with work sponsorship, such as H1B visas, H1B transfers, etc.

Job Type: Full-time

Compensation: Salary commensurate with experience. Competitive benefits package.