

Phone :  
Web :

**Job Summary**

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Vacancy :  
Deadline : Aug 12, 2024  
Published : Jul 12, 2024  
Employment Status : Remote  
Experience : Any  
Salary :  
Gender : Any  
Career Level : Any  
Qualification :

## Job Description

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### About PartnerStack

Do you thrive off collaboration and impact? Love to light up your brain and pick up new skills? We're a team of trailblazers in tech who run on heart and humility, and maybe a little bit too much caffeine, too. But who's judging? If this sounds like you, you may be the perfect fit for PartnerStack.

PartnerStack is the only ecosystem platform built for B2B SaaS. We're the connection point between today's fastest-growing SaaS companies and top-performing partners. Our mission? To change the way the world sells software — and with your help, we can get there faster!

Want in? Apply now.

### About you and the role

Our Sales team needs a technical ace in the hole for when the questions get tough. You'll work one-on-one with both prospects and Sales team members to help discuss how PartnerStack fits within their technology strategy. You'll have a full understanding of how PartnerStack is architected and a clear understanding of how the platform is best used to power and grow channel partnerships. Additionally, you'll be tasked to invent and implement creative solutions for edge-case issues, and develop public and internal documentation, and guides to support the adoption of your solutions.

### What you'll do

- Own and confidently deliver custom presentations, product demonstrations, discovery sessions and proofs of value of PartnerStack solution to Directors, VPs and C-level executives
- Couple your product, partnerships, and software expertise with your strong sales acumen to proactively and accurately identify prospect pain and decision criteria and define the appropriate solution and optimal sales strategy
- Constantly be doing discovery in concert with your account executives to continuously bring solutions into focus
- Work closely in your day to day with Account Executives, Product Managers, Product Development, and Customer Success to ensure a seamless buying experience for our potential customers
- Advise prospects on the kinds of data they should be collecting to produce their desired results
- Scope and lead hands-on evaluations with potential customers to ensure they are effectively learning and engaging with the platform
- Become an in-house expert in PartnerStack's product and stay up-to-date on product releases and new features, assist in training new SC team hires, and other Sales team members
- Drive the PartnerStack product roadmap forward by sharing product feedback and new requirements from the field back to our product management team

### You're a great candidate if...

- A storyteller who is comfortable presenting a company and product to anyone in any setting.
- Previous experience as a Sales Engineering is an asset, but not a requirement
- A deep technical curiosity and understanding of how the internet works, and how software systems communicate to meet business needs
- Experience with creating demos from scratch which mirror a customer's needs
- Understanding of RESTful APIs
- An instinctual recognition of organizational and financial dynamics in companies of all sizes.
- Someone who can work with marketing, business, and product teams to find efficient paths to successful "lead to customer" transitions and long-term, successful partnerships.
- You find the right balance of advocacy for the user and for PartnerStack in all situations.
- Experience responding to technical questions and security requirements from customers.
- Self starter and independent thinker: this role is dynamic and requires a lot of taking ownership on your own to get things done.
- Proficiency presenting from Decks, Product Demonstrations, and White Boards.
- Demonstrated success dealing with ambiguity in a high growth environment
- Familiarity with major CRMs and payment processors (Salesforce, Hubspot, Stripe)
- Able to identify solutions to technical customer obstacles creatively and quickly
- Enjoy working cross-functionally, on a variety of projects with stakeholders at PartnerStack and prospective companies.

### Why you'll love working here

PartnerStack is a fast-growing startup revolutionizing how SaaS companies go to market and scale revenue with partnerships. Beyond challenging the status quo and innovating great products, our goal is to build a kickass company.

We set every member of our team up for success so they can feel energized about their work, be passionate about excellence, and have the room to learn every day. That means you can experiment with creative tactics, have the freedom to fail and bounce back stronger — and make a career of a lifetime.

Plus, PartnerStack is certified by Great Place to Work® Canada as one of the country's best startups to work at based on their independent analysis of employee feedback.

### Perks of working at PartnerStack

- A digital-first environment, so you can do your best work anywhere in Canada
  - A MacBook shipped to you and a budget for peripherals of your choice
  - Flexible working hours (in coordination with your team)
  - Flexibility to work abroad for up to 8 weeks at a time
  - Regular social events, even while working remotely
  - Annual peripheral refresh
- Competitive salary and opportunities for promotion
- High-quality health insurance, active from your first day
- HSA and Wellness Accounts
- Generous vacation and time off plan
- Employee Stock Option Plan for everyone (ESOP)
- RRSP with an employer matching component

### Our HQ

Although we're digital-first, that doesn't mean you can't do your best work with us at our downtown office in Toronto — if you want.

Our office space (111 Peter Street, Toronto, ON) is open to all employees. Whether you join us in person or virtually, we're committed to ensuring every new employee has a great onboarding experience and feels part of a tight-knit team.

### Diversity, Equity, and Inclusion

We are committed to equal employment opportunity regardless of race, colour, ancestry, religion, sex, national origin, sexual orientation, age, marital status, able-bodiedness or gender identity.

PartnerStack celebrates what makes every member of our team unique, and strives to create a workplace that is safe and inclusive where everyone can be their truest selves. If you require any accommodations to succeed in your role and feel supported in the workplace, please feel free to let us know. If you require accommodation for any reason, please let us know as we are more than happy to accommodate all.

**Education & Experience**

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**Must Have**

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**Educational Requirements**

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**Compensation & Other Benefits**

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