

OPPORTUNITY: PARTNER MANAGER (BRISTOL & REMOTE)

VUALTO require a Partner Manager to be responsible for building and maintaining productive partner relationships.

ABOUT THE ROLE

Reporting to the CEO, this role requires an individual with an excellent knowledge of the Streaming Industry to shape and execute an improved partner strategy for VUALTO.

Partners are extremely important to us and we wish to build on the excellent relationships that we already have, and also identify other partnerships that could be mutually beneficial.

This is a crucial new role for VUALTO and is key to our future as we continue to innovate and grow. We offer a friendly and collaborative working environment, a values-based culture, competitive salary and unlimited opportunity to shape how we work with our partner network.

AS PARTNER MANAGER YOU WILL:

- Work closely with the CEO and CTO to devise a new, overall partner strategy for the business to consider different levels of partnerships and resellers.
- Work with channel partners on reciprocal business opportunities and leads, facilitating access to product and technical information and expertise from the rest of the VUALTO team. This will include devising account plans, being the first point of contact for partner leads and developing close working relationships with key individuals within the partner organisation.
- Work closely with Sales and Pre-sales team to pass on partner leads and business opportunities, keeping up to date with the progress of these leads and reporting back to the partner organisation.
- Maintain a good level of knowledge of the Streaming Industry to help identify new trends and prospective new partners. Maintain a good relationship with the VUALTO technical team, to identify any product gaps that could be addressed through partnerships.
- Assist in creating a reseller scheme for resale of the VUALTO CONTROL HUB (VCH), CLIP2VU, VUDRM and our professional services.

- Inform and educate partners about our products and services on a regular basis, to support referral opportunities and facilitate training sessions where required.
- Work with the marketing team to devise and promote joint partner events (webcasts, seminars, demos) and marketing campaigns.

REQUIRED SKILLS:

- 3 – 5 years' experience in the Video Streaming Industry or a closely related technical industry.
- Experience in Partner Management or Sales role for a tech company.
- A positive attitude, energy and passion to shape and execute this new role.
- A good understanding of technical concepts and the ability to translate a business case to high level technical requirements. Strong team working attitude and internal communication skills to mobilise internal teams (which may be remote).
- The gravitas and confidence to represent VUALTO to C-Levels within partner organisations
- Must have excellent communication skills - written and spoken and be fluent in English.

ABOUT VUALTO:

VUALTO work with major broadcasters and governments across the world to deliver Live, VOD & LIVE2VOD video streaming solutions and Digital Rights Management. We have vast experience in providing 24/7 and event-based streaming and we have covered many high-profile events including the World Cup, Olympics and Brexit. Our DRM solution, VUDRM is in use by the biggest broadcasters and content providers to provide secure streaming of their live and VOD video. VUALTO provide a number of well-defined products and systems integration services carried out by talented streaming experts and our 24/7 NOC support team.

VUALTO support a diverse workforce and are active in promoting the opportunities for women in technology. We are heavily involved in GIRLCODE – a grass roots coding club aimed at introducing primary age children to the world of coding.

VUALTO has offices in Bristol, Plymouth and Frimley. VUALTO also operates VUALTO BV in the Netherlands which was set up to serve our European clients after Brexit but is wholly owned, operated and staffed by VUALTO Ltd.

OTHER BENEFITS OF WORKING FOR VUALTO:

- Company pension
- Childcare vouchers
- Generous holiday package
- MEDICASH membership
- Salary sacrifice bike scheme
- Flexible working hours

