



Job Description for Alliance Manager

Role	Manager / Sr. Manager – Alliances
Position Type	Full Time
Total Experience	10 years
Job Type	Experienced
Location	Gurgaon

About Us

At Digilytics™, we build and deliver easy to use AI products to the secured lending and consumer industry sectors. In an ever-crowded world of clever technology solutions looking for a problem to solve, our solutions start with a keen understanding of what creates and what destroys value in our clients' business.

Founded by Arindom Basu, the leadership of Digilytics™ is deeply rooted in leveraging disruptive technology to drive profitable business growth. With over 50 years of combined experience in technology-enabled change, the Digilytics™ leadership is focused on building a values-first firm that will stand the test of time.

We are currently focussed on developing a product, Revel, to revolutionise loan origination for mortgages and secured lending. We are also developing a second product focused on improving trade (secondary) sales to consumer industry clients like auto and FMCG players.

The leadership strongly believes in the ethos of enabling intelligence across the organization. Digilytics AI is headquartered in London, with presence across India and US.

Our Values

F Free-thinking: New technologies, business ideas, operating models	O Optimistic: Deal with issues and challenges head-on	C Committed: To deliver results and value for clients	A Analytical: In designing solutions and managing execution	L Loyal: To our clients and our employees
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Website: www.digilytics.ai

- **Know about our product**
 - [Digilytics ReEL](#)
 - [Digilytics ReUP](#)
- **What's it like working at Digilytics** <https://www.digilytics.ai/about-us.html>
- **Digilytics featured in Forbes:** <https://bit.ly/3zDQc4z>



About the role

We are looking for experienced Alliance Manager, who has the aspirations and appetite for working in a start-up environment, and with relevant industry experience to make a significant contribution to our Digilytics™ platform and solutions.

Responsibilities

- Build and execute sales and marketing strategies to engage partners and drive opportunities
- Manage and expand existing partner relationships as well as seeking out new ones.
- Develop business plans and joint Go To Market strategy with each partner and ensure their successful execution
- Lead partner research and work with Digilytics™ product team on product benchmarking, exploring complementarity with partner solutions and ideas on enhancing partner capability.
- Contract discussion and contract execution related to NDAs, Teaming Agreements and joint opportunities with partner

Expected and Desired Skills

- Communication and conflict resolution
- Contract management and negotiation
- Understanding of legal aspects of alliance work including IP related and partner models
- Cross-functional team management

Experience

- 2+ years in sales and relationship management, preferably enterprise software sales
- A start up mind set with proven experience working in both smaller and larger organisations having multicultural exposure.
- Financial services Industry experience/ knowledge is a plus

Education Background

- A Bachelor's degree, or equivalent from a leading institute, computer science is a plus
- An advanced degree, or equivalent, such as a Master's is an advantage