



## Vice President, Channel Partnerships

**About us:** Zenger Folkman Company [ZF] is a Utah-based company dedicated to creating research-based leadership development solutions. Our flagship product, The Extraordinary Leader, is a feedback-based development program designed to help leaders achieve their full potential. Founded in 2003, ZF is at the forefront of leadership training programs for some of the world's largest and well-known companies. Our programs are distributed globally by more than 40 channel partners and affiliates around the globe.

### Job Description:

This is a senior-level, indirect sales position that requires extensive experience in channel partner sales.

To support our ongoing growth, Zenger Folkman is seeking a *Vice President, Channel Partnerships* in the United States. The global partner channel comprises a significant portion of Zenger Folkman's overall business. This role will drive the rapid acceleration of our global partner organization, providing leadership for collaborative, high-performing alliances across our indirect channel partner network. The ideal candidate has extensive indirect channel experience and is comfortable with developing strategy, budgeting, and other business needs. Strong business acumen will be necessary for success in this role. Success will also be dependent on the ability to develop high-level relationships with our partners. Direct customer contact will comprise the major portion of this role. The successful candidate must have the sales skills and technical knowledge to make presentations, lead customer discussions, and marshal internal resources across business units to advance the sales process. This position currently has one direct report.

### Key responsibilities:

- Expand global, indirect sales channel and delivering sell-with revenue
- Develop and execute channel partnership strategy in alignment with Zenger Folkman's business goals
- Evaluate potential partnership opportunities based on market dynamics, customer impact, and strategic value
- Negotiate and close new partnership deals that align with our company objectives and revenue goals
- Identify joint business interests and develop a business case for partnering
- Build infrastructure, processes, and best practices to support the work of partnerships, including the introduction of tools and systems as needed
- Identify short and long-term sales opportunities for retention and growth of each channel partner
- Effectively align and utilize all available internal and external company resources around the world

### Critical Behaviors

- Entrepreneurial-self-starter, able to work autonomously, energetic
- Empathic listener, consultative approach
- Creative problem solver, highly analytical
- Critical thinker, able to handle multiple complex processes
- Relationship oriented: able to work well with teammates inside Zenger Folkman, as well as with external colleagues, partners, and clients

### Requirements:



- 5-7 years of sales experience in indirect sales channels
- Strong business acumen- an understanding of how people impact performance, innovation, change, culture & strategy
- Experience with HR, L&D, Training, Organizational Development or Talent Management a plus
- Experience working with global organizations required
- 4-year university degree preferred, MBA/Masters a plus
- Salesforce fluency is a must
- Some travel required as opportunity presents (domestic and global)
- Corporate office is located in Orem, Utah. Currently the company is operating using a hybrid model, so remote employment may be considered for the right candidate.

**Benefits:** Zenger Folkman prides itself not only on its access to best practices but also on the talent of its people. Employees enjoy a collaborative and supportive company culture and ample opportunity to grow as the company scales. We think it's a fantastic place to work and are confident you will too.

Position reports to the Chief Executive Officer. Benefits include health and dental insurance, paid vacation, employer 401(k) contributions, and more.

**ZENGER FOLKMAN COMPANY** is an Equal Opportunity Employer and does not discriminate on the basis of race, color, religion, sex, national origin, age, handicap or disability, with respect to recruitment, hiring, training, promotion and other terms and conditions of employment.

**Application:**

Please submit a copy of your resume to [HR@zengerfolkman.com](mailto:HR@zengerfolkman.com)