



Autobooks works hard to make small business banking simple. Through our partnerships with banks and credit unions, small business owners have access to a modern suite that makes business banking easier.

When you join Autobooks, you're joining a team dedicated to helping banks provide services to their small business customers. We want your ideas, passion and experience to continue improving what we offer.

Our downtown Detroit HQ is in the vibrant Madison building, named one of the World's Coolest Offices by Inc. Magazine. Autobooks also has a growing presence in Texas with a satellite office in Austin; and offers flexible, remote work environments for certain roles.

The Role: *Partner Alliance Director*

The Partner Alliance Director manages our strategic and reseller partners. He/she manages multiple partnerships in order to meet company goals for each partner. The role is part strategy work, and part tactical execution to help a partner meet their goals. Do you have a passion for financial services? Have you managed reseller or distribution relationships? If so, we want to talk to you!

Responsibilities:

- Develop and maintain in-depth knowledge of reseller partner's business goals, strategy, marketing, sales, and existing marketing plans
- Formulate strategies, tactics and account plans to assist partners meet sales goals
- Assist each partner in developing a quarterly sales and lead generation plan
- Assist each partner in sales training, webinars to customers, and other support roles as the subject matter expert
- Run monthly check in calls with each partner to ensure sales goals are met
- Responsible for the daily account maintenance of each partner
- Create a true partnership (as opposed to vendor) relationship with our partners
- Create "raving fans" of both you and Autobooks with each and every financial institution and partner you interact with
- Other duties as assigned

Required Experience/Skills:

- Bachelor's Degree or equivalent years of work experience
- 7+ years' experience in an alliance manager or partner manager role in the financial services space
- Track record managing partners to successful outcomes
- Extremely high level of professionalism, comfortable presenting and talking to C-Level executives
- Ability to multi-task and prioritize



- Strong problem analysis and resolution skills, with an ability to develop and implement solutions that benefit both the prospective partner and Autobooks
- Ability to self-start and succeed with little supervision
- Willingness to learn and utilize new products and process changes

Other Requirements:

- Familiarity with MS Office products
- Familiarity of CRM tools (i.e.: Salesforce.com)
- Ability to travel by air and/or car up to 25%
- Residence near a major airport preferred

Job Type:

- Full Time

Job Location:

- Work from home; Detroit, MI or Austin, TX preferred

Benefits:

- 401k with company matching
- Health, Vision, and Dental insurance
- FSA
- Paid time off
- Life insurance and long term disability

A flexible, entrepreneurial work environment and team atmosphere makes this a great place to work. Please provide a complete resume and work history detailing your qualifications and experience to careers@autobooks.co and indicate "Partner Alliance Director" as the subject. To learn more about us, visit www.autobooks.co.