

Strategic Partnership Coordinator

Working at Aries Manufacturing

Aries Manufacturing is a rapidly growing high-tech cellular accessory manufacturer located north of the city of Chicago. Aries offers an entrepreneurial work environment where employees can and are expected to work independently, quickly take on responsibility, and directly contribute to our growth and success. We are dedicated to building a team of highly talented individuals who will help implement our growth plans and continued product success.

This is not a typical sales position, no cold calling of dead leads. Our ideal candidate will fill the role of a Strategic Partnership Coordinator which will help facilitate and educate current and future manufacturer's representative partners and help prepare them to properly represent and sell our products.

Primary Duties

- Coordinate and manage ongoing and new relationships with manufacturer's rep partners and leverage those relationships for greater collective impact
- Collaborate with cross-functional teams to structure and execute business initiatives, lead analysis, and develop and communicate final recommendations for growing partner relationships and sales opportunities
- Develop systems and procedures to support the identification, engagement and development of strategic partnerships with manufacturer's reps and customers
- Develop and manage manufacturer's representative agreements
- Deliver professional sales presentations to potential manufacturer's rep partner organizations as well as potential customers with the ability to persuade and close business deals
- Provide timely and accurate reporting of pipeline, strategic partnerships and management activities

Qualifications

- 7+ years of successful direct sales experience
- Able to travel to domestic locations to meet with potential, as well as current, partners and clients
- Proven ability to find strategic partnerships that have led to increase revenue and contracts
- Proven ability to negotiate and work with high level executives
- Strong analytic skills (financial, planning, operational)
- Demonstrated drive to solve problems in a team environment and leading with high energy and a positive attitude
- Demonstrated success in that role and tangible experience of having expanded and cultivated existing partnerships over time
- Strong relationship building skills and an entrepreneurial approach that leverages further opportunities
- Excellent communication skills, both written and oral as well as excellent relationship building skills

Additional Perks

- Employee sponsored medical and dental
- Paid time off – holidays, personal time, sick days, vacation days
- Education reimbursement on pre-approved classes
- 401K with a partial employer match