

Regional Alliance Manager (Remote, UAE)

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Company: CrowdStrike Holdings, Inc.

Location: , , United Arab Emirates

Category: other-general

Regional Alliance Manager (Remote, UAE) page is loaded Regional Alliance Manager (Remote, UAE) Apply locations UAE - Remote time type Full time posted on Posted 25 Days Ago job requisition id R16597 #WeAreCrowdStrike and our mission is to stop breaches. As a global leader in cybersecurity, our team changed the game. Since our inception, our market leading cloud-native platform has offered unparalleled protection against the most sophisticated cyberattacks. We're looking for people with limitless passion, a relentless focus on innovation and a fanatical commitment to the customer to join us in shaping the future of cybersecurity. Consistently recognized as a top workplace, CrowdStrike is committed to cultivating an inclusive, remote-first culture that offers people the autonomy and flexibility to balance the needs of work and life while taking their career to the next level. Interested in working for a company that sets the standard and leads with integrity? Join us on a mission that matters - one team, one fight. About The Role: CrowdStrike is currently looking for a Regional Alliance Manager to help us design, build, and implement a successful Partner strategy across META. Success in this position will require: enabling strong, productive relationships at all levels within key partners, strengthen executive relationships, and to create and execute marketing & sales campaigns to accelerate our business opportunities within the Solution Provider ecosystem. What You'll Do: Creation and successful execution of an annual business plan with participation by focus Solution Provider partners & relevant individuals from CrowdStrike sales, marketing, engineering, and business development leadership. Develops and maintains strong and productive relationships with executive leadership at assigned accounts that promote and enable

account campaigns, plans, and marketing activities. Conduct quarterly business reviews to review the progress and successful execution of the business, GTM, and relationship plans to ensure we are meeting our mutual business objectives and define any action plans to address any gaps or new opportunities. Provide accurate and detailed weekly, monthly and quarterly forecast funnel of identified opportunities to meet or exceed quota requirements. Coordinate with Channel Sales Engineer on technical enablement for relevant partners. Develop a technical enablement strategy that supports the channel sales strategy for the territory. Support/facilitate engagement of our internal sales and technical teams with sales and technical teams. Strategise/coordinate with field marketing on design and execution of marketing programs/events/campaigns to create interest and awareness among the Solution Provider clients. Maintain thorough knowledge of CrowdStrike products, sales strategies/objectives, value proposition and competition. Proactively maintain ongoing knowledge of industry, territory, existing and target accounts, & competitive landscape. Ability to travel up to 50%. Other projects and duties as assigned.

What You'll Need: University/College degree or equivalent experience. A proven track record of creating innovative enterprise solutions and successful GTM plans with leading Solution Provider Partners of at least 2 to 5 years of exceeding revenue targets. Strong experience working with different channel partners in the Nordics. Experience growing and driving a channel programme across the region. Strategic thinker and hunter mentality who takes initiative and is capable of hands-on problem solving as well as ability to generate ideas and solutions. A strong communicator and presenter, who possesses strong negotiation skills as well as sound interpersonal skills, with the ability to influence at senior levels. Motivated and focused self-starter with strong leadership skills who is able to multi-task, work independently or within a team. Strong organizational, presentation, and communication skills. #LI-Remote #LI-AL1

Benefits of Working at CrowdStrike: Remote-first culture Market leader in compensation and equity awards with option to participate in ESPP in eligible countries Competitive vacation and flexible working arrangements Physical and mental wellness programs Paid parental leave, including adoption A variety of professional development and mentorship opportunities Access to CrowdStrike University, LinkedIn Learning and Jhanna Offices with stocked kitchens when you need to fuel innovation and collaboration Birthday time-off in your local country Work with people who are passionate in our mission and Great Place to Work certified across the globe We are committed to fostering a culture of belonging where everyone feels seen, heard, valued for who they are and empowered to succeed. Our

approach to cultivating a diverse, equitable, and inclusive culture is rooted in listening, learning and collective action. By embracing the diversity of our people, we achieve our best work and fuel innovation - generating the best possible outcomes for our customers and the communities they serve. CrowdStrike is committed to maintaining an environment of Equal Opportunity and Affirmative Action. If you need reasonable accommodation to access the information provided on this website, please contact Recruiting@crowdstrike.com, for further assistance.

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