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Partners & Alliances Manager, Israel

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Company: Couchbase

Location: Israel

Category: other-general

Every day we tackle new and exciting challenges to empower developers to build modern cloud, mobile, and edge applications that deliver a premium user experience. Couchbase delivers unmatched performance, scalability, flexibility and financial value across cloud, on premises, hybrid, mobile and edge deployments. The database market is undergoing a generational shift and is one of the largest market opportunities in enterprise software due to big trends like the need for digital transformation, acceleration to the cloud and innovation at the edge. Join Couchbase to be a part of a greater change. Here you'll have the opportunity to learn and grow with some of the most innovative, passionate and humble individuals in the database industry.

Partners & Alliances Manager, Israel

Couchbase is a technology leader in the Document database platform market. A sector that has not been significantly disrupted for decades. In recent years we have partnered with some of the world's most prominent brands and delivered best in class outcomes in support of their business goals. We are continuing that growth and looking for an experienced Business Development Manager to help us continue our growing engagement with the cloud hyper-scalers.. and Regional SI's

This is an execution focused role, working closely with our customers, our sales teams, our Cloud Services Provider Partners (CSP) and Regional SI's to drive successful outcomes with Couchbase's Capella Database as a Service (DbaaS) platform.

Responsibilities:

Reporting to Senior Director Partners EMEA, within the Business Development organization.

We're looking for an individual to join the team and help us scale our engagement with the Cloud Service Providers and Regional SI's to support customer adoption of Capella DbaaS.

We've been working successfully with Cloud partners for some time now and with the launch of Capella running on their platform services we will be working even more extensively as that business grows for us.

We're looking for a cloud savvy individual contributor who wants to work in a fast paced environment. The Document Database sector is experiencing strong growth as customers migrate to and embrace cloud to support their business objectives. Working closely with the CSPs, we want to drive transformational outcomes for those customers.

The ideal candidate will have experience working in and around cloud for a disruptive infrastructure vendors in Israel. Prior partner experience and track record of success required. Ability to learn, be curious, coachable and to work in a fast paced environment are key.

Key responsibilities include:

Working with our sales teams and the CSPs to identify, engage, qualify and drive joint co-sell opportunities around Couchbase Capella DbaaS with AWS, Google Cloud and Azure.

Drive the initial engagement with the CSP around joint sales opportunities.

Identify and onboard Regional SI's that can work with Couchbase and the hyperscalers to deliver successful outcomes to our joint customers.

Provide sales opportunity support for Capella transactions via CSP Private Marketplace offers.

Provide guidance and support to current key accounts.

Job Requirements:

4+ years experience working in a business development role.

Extensive knowledge of Israeli partners.

A network of established connections in Israel.

Direct experience working with AWS, Google Cloud or Azure.

Experience in a fast paced, dynamic environment.

Fluent in the concepts of enterprise data plans and private marketplace offers.

Self-starter with the energy and focus to move with pace and urgency

Sales oriented, capable of aligning efforts with the needs of the field sales teams.

Organized and analytical, a matrix manager, able to thrive under pressure with outstanding time management skills

Database experience ideal.

Location & Travel

Hybrid based in our Tel Aviv office. Must be willing to travel as required.

Thank you for your interest in joining our team! Please note that due to the high volume of applications we receive, we kindly ask for your patience as we review each submission.

Allow up to one week for your application to be thoroughly reviewed. Following this period, you will receive communication regarding the status of your application.

Interviews will begin to take place from the week commencing February 12th onwards.

Shortlisted candidates will be contacted directly to schedule interviews.

We appreciate your understanding and look forward to potentially welcoming you aboard.

Why Couchbase?Modern customer experiences need a flexible cloud database platform that can power applications spanning from cloud to edge and everything in between.

Couchbase's mission is to simplify how developers and architects develop, deploy and consume modern applications wherever they are. We have reimagined the database with our fast, flexible and affordable cloud database platform Capella, allowing organizations to quickly build applications that deliver premium experiences to their customers— all with best-in-class price performance. More than 30% of the Fortune 100 trust Couchbase to power their modern applications and build innovative new ones. See our recent awards to learn why Couchbase is a great place to work. We are honored to be a part of the Best Places to Work Award for and . Couchbase offers a total rewards approach to benefits that recognizes the value you create here, so that you in turn may best serve yourself and your family.

Some benefits include:

Generous Time Off Program - Flexibility to care for you and your family

Wellness Benefits - A variety of world class medical plans to choose from, along with dental, vision, life insurance, and employee assistance programs*

Financial Planning - RSU equity program*, ESPP program*, Retirement program* and Business Travel Insurance

Career Growth - Be valued, Create value approach

Fun Perks - A Monthly Lifestyle Spending Account credit, an ergonomic and comfortable in-office / WFH setup. Food & Snacks for in-office employees.

And much more!

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