

Sr Global Service Creation Manager

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Company: F5

Location: Israel

Category: other-general

At F5, we strive to bring a better digital world to life. Our teams empower organizations across the globe to create, secure, and run applications that enhance how we experience our evolving digital world. We are passionate about cybersecurity, from protecting consumers from fraud to enabling companies to focus on innovation.

Everything we do centers around people. That means we obsess over how to make the lives of our customers, and their customers, better. And it means we prioritize a diverse F5 community where each individual can thrive.

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Position Summary:

Join our Global Partner Organization to help grow a new route to market for F5 through Managed Service Providers and other Service Value Partners. This role requires thinking strategically about creating long-term value with our Managed Service Provider Partners (MSPs).

You will be key in establishing a global service creation capability in F5 focused on driving strategy and successful execution with our MSP Partners. You will help MSPs plan, implement, and grow Managed Services and Professional Services related to Application Delivery, Security, Networking, built on F5's product portfolio.

You will collaborate within F5 with cross-functional groups across sales, product management, marketing, services and support to drive the service creation with our MSP and other Service Partners.

The service creation role is focused on driving long term strategy and successful execution with our service partners. The ideal candidate will have experience in engaging with MSPs and SPs to help them in developing and selling services or experienced in strategy management consulting.

Responsibilities include:

Understand the MSP/SP market trends, competitive offers for application services to be able to translate them into portfolio evolution strategies with our Partners.

Define service offers for our Partners on top of F5 portfolio for Application Services including features, value proposition, create a perspective on market price.

Help create collateral for the services planning, development, enablement and launch with Partners.

Help create enablement content for F5's Partner Sales Organization.

Help establish processes needed for ensuring success with MSP Partners.

Collaborate with Regional Partner Sales organizations and act as trusted advisor to Partners to align strategically on market opportunities and service offers, drive the business case validation.

Collaborate with the Partner Sales organizations to drive demand generation activities with Partners.

Adopt a data-driven approach to support the service creation with Partners.

Responsible for upholding F5's Business Code of Ethics and for promptly reporting violations of the Code or other company policies.

Performs other related duties as assigned.

Knowledge, Skills and Abilities:

Knowledge of MSPs and SPs business models, offers, new service introduction processes and practices. Previous experience in a similar service creation role for MSPs and SPs would be an asset.

Business strategy and portfolio analysis skills to be able to identify service opportunities with our Partners.

Ability to understand, create or adapt business models with Partners, create business cases with or for Partners.

Technical knowledge of the application domain or F5 products is an asset.

Strong ability to drive a consultative engagement with SPs for the creation of new services.

Ability to create presentations and communicate effectively with Partner business and technology audiences.

Self-starter and “get things done” attitude, motivated to make an impact and to achieve business objectives.

Proven ability to drive projects, communicate clearly.

Strong marketing capabilities to be able to write documents, present, articulate both technology and business value proposition.

Strong interpersonal skills, willing to work part of a cross-functional team.

Must be able to travel internationally up to 25%.

Qualifications:

BS/BA in Business related field or equivalent work experience

12+ years working in high-tech Sales, Channel or Sales Strategy, Management Consulting

The Job Description is intended to be a general representation of the responsibilities and requirements of the job. However, the description may not be all-inclusive, and responsibilities and requirements are subject to change.

The annual U.S. base pay range for this position is: \$158,080.00 - \$237,120.00

F5 maintains broad salary ranges for its roles in order to account for variations in knowledge, skills, experience, geographic locations, and market conditions, as well as to reflect F5's differing products, industries, and lines of business. The pay range referenced is as of the time of the job posting and is subject to change.

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