

Job Description – Strategic Alliance Manager

About the Job

Job Title: Strategic Alliance Manager

Location: Ghatkopar, Mumbai, India

Job Type: Full-time

Department: Strategic Alliances / Business Development

Reports To: Director / CEO

About Intellve

Intellve Solutions Pvt. Ltd. is a fast-growing software company specialising in cloud-based video surveillance and remote monitoring solutions. We help businesses streamline operations, drive growth, and accelerate digital transformation through innovative technology.

About the Role

We are looking for a dynamic Strategic Alliance Manager to build and scale partnerships that drive business growth. This role focuses on identifying, developing, and managing relationships with system integrators, OEMs, channel partners, technology providers, telecom companies, and enterprise customers.

You will play a key role in creating alliance-led revenue opportunities, expanding market presence, and building long-term strategic partnerships.

What You'll Do

Partnership Development & Management

- Identify, onboard, and manage strategic partners, including system integrators, OEMs, technology partners, distributors, and channel partners
- Build and maintain strong relationships with partner leadership, procurement teams, and key stakeholders

Alliance Strategy & Growth

- Develop and execute alliance strategies to drive revenue growth, market expansion, and customer acquisition
- Create joint business plans, GTM strategies, and co-selling initiatives with partners

Market Expansion

- Identify new partnership opportunities across sectors such as smart cities, infrastructure, manufacturing, BFSI, retail, healthcare, logistics, and transportation
- Track competitor partnerships, market trends, and emerging technologies in CCTV surveillance and security solutions

Cross-functional Collaboration

- Work closely with sales, marketing, product, and pre-sales teams to execute partner-led initiatives
- Drive co-branded campaigns, events, webinars, and demonstrations

Commercials & Performance Management

- Negotiate and finalise partnership agreements, commercials, margins, and engagement models
- Monitor partner performance, sales pipelines, and alliance-led revenue contribution
- Prepare alliance reports, partner reviews, and revenue forecasts for leadership periodically

What We're Looking For

- Bachelor's degree in Business Administration, Engineering, Information Technology, Electronics, or a related field
- MBA in Sales, Marketing, Strategy, or Business Development (preferred)
- 5–10 years of experience in Strategic Alliances, Partnerships, Business Development, or Channel Sales
- Experience in CCTV surveillance, electronic security, telecom, networking, SaaS, cloud, or technology solutions (preferred)
- Proven track record of building partnerships and driving alliance-led revenue

Skills & Knowledge

- Strong understanding of CCTV surveillance systems, VMS platforms, access control, cloud solutions, networking, and AI-based video analytics
- Established network across system integrators, OEMs, distributors, and enterprise customers
- Strong negotiation, stakeholder management, and relationship-building skills
- Strategic thinking with execution focus
- Ability to manage multiple partnerships in a fast-paced environment

- Strong analytical, reporting, and forecasting capabilities
- Excellent communication, presentation, and business planning skills
- Willingness to travel for partner meetings and business development

What We Offer

- Competitive compensation with performance-based incentives
- Opportunity to work with a high-growth CCTV and surveillance technology company
- Exposure to enterprise, government, infrastructure, and smart city projects
- Collaborative work environment with strong leadership visibility
- Clear growth path in strategic partnerships and business leadership

If this aligns with your experience, or someone in your network comes to mind, we encourage you to apply or pass it along!