



**Position:** Partnership Development Representative

**Department:** Partnership Development

**Reports to:** Partnership Development Manager

**Location:** Birmingham, AL

### **Partner Development Representative**

Dash Solutions is a fast-growing fintech company that is digitizing business payments by deploying operationally excellent, on-demand, payment solutions for a variety of applications and verticals. We have an opportunity for a Partnership Development Representative with responsibilities for business development, partner engagement and lead generation through our partner channel. This is a full-time position with competitive compensation and benefits.

### **Position Summary**

Our Partnership Development Team is looking for an enthusiastic, goal-driven individual to contribute to the continued success of our company in a business development role. This individual will maintain consistent, ongoing contact with partners in assigned channel segment(s) to deepen engagement, generate more sales and facilitate positive and productive long-term relationships that generate revenue for the company.

### **Responsibilities include but are not limited to:**

- Accelerating lead generation by identifying, managing and growing existing partner relationships in the assigned channel.
- Establishing trusted adviser relationships with partner stakeholders ensuring Dash 's solutions are appropriately aligned with partner business strategies.
- Developing success plans for partners that include relevant key performance indicators, potential issues, and recommendations.
- Educating partners on solutions, best practices, applications, and identifying areas of opportunity
- Advising partners on strategies and tactics that generate leads and drive sales
- Monitoring analytics, marketing, communications, response, collateral, and make suggestions to improve product fit for the segment.
- Collaborating with DASH sales team to support and convert leads to clients
- Conducting regular business reviews that highlight partner and program successes, brainstorm opportunities and make specific suggestions for ways to generate leads.

### **Our Ideal Candidate Will Have:**

Degree in Business, Sales, Marketing or related field  
Strong communication, negotiation and problem-solving skills  
Sales or business development experience  
Excellent interpersonal and selling skills  
Enthusiasm in a team environment and the ability to multi-task  
MS Office skills and related computer knowledge

### **Our Culture**

The unique culture at Dash Solutions is hard to beat, where innovation and a hard-working environment go hand-in-hand with a casual and fun atmosphere. We promote an energetic and team-oriented workplace where collaboration and a results-driven attitude is key to our success.

### **Our Core Values**

- S** - We use creativity to develop innovative **Solutions**
- P** - We are **Passionate** about delivering for our customers every day
- A** - We lead and communicate with **Authenticity**
- R** - We row together with **Respect** for everyone and enjoy the ride
- K** – The **Key** to our success is our willingness to ask “Why Not?”

### **Our Benefits**

Dash Solutions is an Equal Opportunity Employer and provides a competitive, comprehensive compensation package for full-time employees.