



Digital Agency Engagement Manager

Location

Apply

📍 [United States, Santa Clara – CA, Boulder – CO, San Antonio – TX, Other US locations – Remote](#)

This is a Full Time, Exempt position and reports to the Sr. Director of Strategic Partnerships of the Company. It is based out of one of our U.S. offices in Santa Clara, CA, San Antonio, TX, Boulder, CO or remotely in select states.

Your mission

Webscale is a leading managed services platform. Its fully optimized, highly secure, and reliable automation platform streamlines the migration and management of ecommerce storefronts in any public cloud, including Amazon Web Services, Google Cloud Platform, and Microsoft Azure.

As we extend our business, we are looking for a Digital Agency Engagement Manager to identify ecommerce agency partners, negotiate agreements, and manage onboarding and sales enablement.

What we're looking for in you

We have aggressive plans for continued expansion with thousands of customers and growing. As a Digital Agency Engagement Manager, you will utilize your partner recruitment lifecycle experience, preferably in the digital transformation and e-commerce space, and also have a working knowledge of the relevant partner ecosystems (Adobe Commerce Solution Providers, BigCommerce agencies, Headless Commerce Vendors, etc.) to target key partners, digital agencies and web developers that understand the e-commerce and digital transformation market and are in a trusted advisor role to recommend Webscale solutions for their customers. These partners understand the value that Webscale technology solutions can bring to their DevOps process and their end customer's satisfaction and agility for supporting their web applications in the Cloud.

What you'll be doing

- Identify, engage and execute new partnership opportunities with strategic agencies focused on technical collaboration, revenue generation, and strategic market impact.
- Articulate strategic value and build strong foundational relationships with partners to raise awareness and support for Webscale and its services.
- Define and execute strategy and business plans for select market segments, including recruiting and developing partners supporting the process and projects.
- Interface with internal groups, such as engineering, sales, and marketing, to articulate the value of a partnership with Webscale.
- Proactively maintain ongoing knowledge of industry, territory, target channel partner accounts, & competitive landscape.

- Possess in-depth knowledge of each target partner's business and what drives their success to qualify/disqualify as a fit for Partnership with Webscale.

What you should have

- Ability to enthusiastically evangelize the Webscale message
- Desire to own all parts of a partner recruitment and onboarding lifecycle, starting with profiling and strategic outreach
- Demonstrates thorough preparation for all partner meetings & activities
- Excellent time management skills
- Excellent organization skills – attention to detail
- Demonstrated strategic thinking as well as being an independent worker who takes initiative
- Ability to travel up to 25% as the role requires
- Driven: You are a driven team player, collaborator, and relationship builder whose infectious can-do attitude inspires others and encourages excellent performance in a fast-moving environment.
- Entrepreneurial: You thrive in a fast-paced, changing environment and are excited by the chance to play a significant role.
- Relentless Improvement: We are growing our team and building our company. Ideal candidates will be enthusiastic seekers of new ideas for improvement and will be excited to stay current in the practices of other top startups. We want you to bring your thoughts, constantly hatch new ideas and share recommendations often. We have a high bar and will always look to raise it.
- Passionate: You must be passionate about technology and ensuring our clients are successful; we love seeing hunger and ambition.

Standard Qualifications and Experience

- Bachelor's Degree or equivalent work experience
- 5-plus years of experience as a partner manager, business development manager, or technical account manager
- Ability to speak to both developers/IT operations and sales/management
- Broad industry experience and knowledge in ecommerce/digital commerce
- Knowledge of application servers and frameworks
- Knowledge of hosting, service providers, and cloud technology
- Strong written, oral, and presentation skills
- Strong organizational and analytical skills
- Self-starter with a sense of urgency for closing deals and increasing revenue
- Strong business savvy and negotiation skills

About Webscale

Webscale is a leading managed services platform. Its fully optimized, highly secure, and reliable automation platform streamlines the migration and management of ecommerce storefronts in any public cloud, including Amazon Web Services, Google Cloud Platform, and Microsoft Azure.

Webscale powers Fortune 1000 brands and thousands of other B2C, B2B, and B2E ecommerce storefronts across 12 countries and has offices in Santa Clara, CA; Boulder, CO; San Antonio, TX; Bangalore, India; and London, UK.

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