



SVP Corporate & Business Development

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 Chief Revenue Officer 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

Are you interested in joining a SaaS company whose cloud software is used to manage the digital commerce storefront infrastructure for thousands of merchants globally? Do you enjoy being an integral part of driving and establishing strategic partnerships as well as M&A transactions? Do you enjoy helping companies monetize payments to increase top line growth?

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 Senior Vice President of Corporate & Business Development to lead end-to-end M&A transactions, establish new strategic partnerships and open up new markets, as well as contribute to a variety of other strategic projects.

What we're looking for in you

We have aggressive plans for continued expansion with thousands of customers and growing. As Senior Vice President of Corporate & Business Development, you will use your experience with mergers and acquisitions and corporate strategy in the payments and/or ecommerce industry, and work exceptionally well across the organization. In addition to having a significant impact on the growth of the company, this role will be highly visible at the most senior levels of Webscale.

What you'll be doing

- Develop and drive the company's payments strategy and business model to ensure validation of our embedded payments solutions
- Help product identify and drive minimum viable functional requirements
- Build out a Payments & Embedded Finance Partner Ecosystem
- Drive sales enablement and product adoption of the new payments solution
- Work with Sales to secure commitments from customers to be early adopters to test the solution
- Execute strategies which advance validation of our payments offering

- Establish partnerships to build better products and secure new partnership in across the payments industry
- Drive the strategic product roadmap for embedded payments and finance through close collaboration with product, engineering, sales and marketing owners
- Build and drive joint strategy and business plans for both fintech and ecommerce ISVs and processors by segments that includes compelling joint value propositions, clearly defined go-to-market initiatives with key sponsors, milestone and progress tracking metrics.

What you should have

- A creative innovator with the ability to define business tradeoffs and value; generate out-of-the-box solutions, and cut through ambiguity to drive results.
- A strategic thought leader with a track record of driving change and proven problem solving leadership.
- An effective collaborator and engaging communicator with the ability to inspire, influence and align various cross-functional stakeholders.
- Self-driven and organized with the ability to effectively prioritize and execute on multiple concurrent initiatives.
- Data driven with the ability to derive meaning from various sources of data and leverage that information to solve hard problems and evolve product roadmaps.
- Rigorous, structured thinker with the ability to identify and articulate rationale, assumptions, and risks, and solutions.
- Excellent relationship-building skills with the ability to establish trust and credibility across lines of business and functions, work well in cross-functional teams, and influence key stakeholders.
- Technical acumen and experience acting as a trusted partner to engineering driving complex product initiatives in an agile development environment.
- Deep understanding of the B2B/B2C/C2B payments and embedded finance market and competitive landscape.
- **Driven:** You are a driven team player, collaborator, and relationship builder whose infectious can-do attitude inspires others and encourages great performance in a fast-moving environment.
- **Entrepreneurial:** You thrive in a fast-paced, changing environment and you're excited by the chance to play a large 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

- At least 15+ years of strategic business and corporate development experience, with a successful track record of opening up new markets, securing company making partnerships and leading mergers and acquisition strategy and execution.
- Bachelor's degree
- Extensive experience in the payments and ecommerce industry, ideally across the Retail, Healthcare, Automotive, Fintech, Electronics, High Tech and Emerging Markets

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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