



## Alliance Manager

Americas (virtual)

The Alliance Director is responsible for maturing, formalizing and fortifying our relationships with our key alliance clients in a way that enables our clients to gain more business. Develop deep and broad relationships across each client enterprise. Initiate and support sales activities. Provide internal Alliance People2.0 governance through strategy execution, reporting and small project management.

### What you'll get to do:

- Pipeline development
- Proposal and presentation input
- Present sales pitches
- Alliance mapping and expansion of relationship penetration
- Managing small projects
- Contract development
- Reporting
- Networking
- Act as a sales influencer

### Skills and experience we value:

- Bachelor's degree in related field
- 5+ years in general staffing industry, and 3+ in MSP/VMS
- Sales, business development and/or account management
- Experience in MSP delivery a big plus
- Knowledge of EOR/AOR
- Develop high-trust, productive relationships
- Enterprise selling to Global companies
- Excellent communication skills
- Good attention to detail
- Organized
- Intermediate PowerPoint, Excel and Word
- Ideal candidates are located west of the Mississippi

### Benefits and location:

- Eligible for variable compensation plan based on performance and company goals
- Paid vacation, sick days, and holidays
- Medical, dental, and vision insurance
- 401(k) retirement plan
- Voluntary life insurance
- Many more ancillary benefits
- Periodic travel of less than 20%

### How to apply:

Send your cover letter and resume to [recruiter@people20.com](mailto:recruiter@people20.com) and reference the job title and location.



## About People2.0

People2.0 is the world's largest global employer of record (EOR) and agent of record (AOR) services platform, created exclusively to serve the talent ecosystem, including staffing agencies, search and recruiting firms, individual recruiters, mass talent procurement organizations, and compliance, contracting, and consulting companies.

People2.0 enables talent providers, large and small, to place anyone in any work arrangement, anywhere—simply, quickly, and compliantly. Our global team is dedicated to helping our customers expand their value proposition, optimize opportunities to access the global talent pool, and create a borderless world of unlimited growth for their business. [People20.com](https://people20.com)

People2.0 is committed to providing equal employment opportunities to all associates and applicants without regard to race, color, national origin or ancestry, citizenship status, religion, sex (including pregnancy, lactation, childbirth or related medical conditions), sexual orientation, physical or mental disability, age, veteran status, uniformed servicemember status, gender identity, genetic information (including testing and characteristics) and any other characteristic prohibited by federal, state or local law. Our commitment to equal opportunity employment applies to all persons involved in our operations and prohibits unlawful discrimination by any employee, including supervisors and co-workers.

In furtherance of this commitment, the Company is committed to providing a work environment that is free of prohibited harassment. As a result, the Company strictly prohibits sexual harassment and harassment against applicant and employees based on any legally recognized status, as defined above, or any other status protected by federal, state, or local laws.