

# Gary Blohm



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## W O R K E X P E R I E N C E

AUGUST 2022 – PRESENT

### Kinaxis

*Director – SI Partner Alliances*

**Partner Alliance Leader** – Managed strategic direction and tactical initiatives for a defined group of global and regional supply chain SI's. Core focus is creating, incubating and scaling new and existing SI partners.

**Relationship Management** – Nurture key relationships in the form of trust, accountability and authenticity. Collaborate on joint business objectives, ranging from contract negotiations to performance tracking and issue resolution.

**Cross-Functional Teaming** – Collaborate with corporate marketing and sales enablement teams to develop SI-focused, co-branded GTM sales assets and activities.

**Performance Tracking** – Monitor key performance metrics to manage progress of agreed upon alliance initiatives, ensuring continuous improvement and alignment with joint business objectives.

**Joint Pipeline Management** – Liaison for joint sales lead generation and pipeline activities between key SI-partner leaders and Kinaxis field sales teams.

**Sales Leadership Collaboration** – Work with sales leaders to analyze growth targets for existing SI partners, when necessary, drive unique strategies for SI's needing support to ensure a continued alliance growth journey.

**Global Partner Alliance Focus** – Deloitte, Genpact, EY, Accenture, Cognizant, McKinsey, Accenture, Bristlecone, Spinnaker, Capgemini and more.

SEPTEMBER 2021 – AUGUST 2022

### Samsung Business

*Head of Strategic Partner Alliances*

**Partner Alliance Leadership** – Establish and manage the business unit's SI partner strategy and growth, including the nurturing and development of new SI partners into the alliance ecosystem.

**Cross-Functional Teaming** – Liaison with product management teams and corporate marketing, to deliver and position mobility bundled solutions to SI partner organizations for resale.

**Industry & Market Intelligence** – Disseminate and present industry subject-matter-expertise to SI partner organizations, with respect to business challenges, trends, insights, competitive analysis.

**Performance Metrics & Accountability** – Monitor and report SI partners business performance with respect to leads, pipeline activity and bookings. Proven track record of delivering performance against goals.

**Events & Workshops** – Work with marketing and sales on the execution of speaking engagements at industry conferences events, along with alliance partner retreats and workshops.

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## W O R K E X P E R I E N C E

MARCH 2019 – AUGUST 2021

### Omnitracs (Vista Equity)

*VP of Partner Alliances*

**Partner Alliance Strategy** – Conduct in-depth discovery meetings and workshops, establishing business case for partners to adopt and resell company's technology platform and products.

**Partner Alliance Execution** – Manage the alliance relationships across their full lifecycle - onboarding GTM strategies to programmatic ongoing success.

**Sales Leadership Collaboration** – Liaison with sales leaders and alliance partners to analyze revenue targets for existing partners, when necessary course correct specific partners needing support to ensure continued revenue targets are being achieved.

**Executive Leadership** – Present overall partner ecosystem performance metrics to the c-suite, and provide strategy and insights for continued successful pathways forward.

**Cross-Functional Teaming** – Collaborate with corporate marketing, product management and sales enablement, to develop partner focused GTM sales lead generation programs and activities.

**Industry & Market Intelligence** – Co-present industry challenges, trends and insights alongside SI partners at focused conferences, retreats and workshops.

**Data Chops** – Fluent in data integration and data sharing strategies and how those apply to alliance partners business goals and strategies.

JANUARY 2002 – MARCH 2019

### Blue Dot Solutions

*Co-Founder & Partner Alliance Officer*

Blue Dot started as a small mobile technology company, and grew to become a leading international SaaS mobility company that was acquired by Vista Equity.

**Company Acquisition** – Guided and negotiated the sale of the company through an acquisition by Vista Equity, the company was made part of Omnitracs – a leading company in the Vista Equity portfolio.

**Partner Alliance Strategy** – Design and manage the overall alliance ecosystem strategy, drove organic and inorganic growth by securing new complimentary partner organizations and opportunities into the ecosystem.

**Partner Alliance Execution** – Managed the orchestration and team of critical partner alliance resources and activities. This includes onboarding, enablement, QBR's and continued sales lead generation and pipeline activities.

**Strategic Account Engagement** – Well versed in planning and account engagement, consultative selling, senior level contract negotiations, and executive-level relationship development.

**Joint Partner Planning** – Drive joint partner planning processes that develop mutual performance objectives, financial targets, and critical landmarks for productive partner relationships.

**C-Suite Trusted Advisor** – Acted as trusted advisor to executive-level counterparts with key strategic alliance partners, who we worked with on a consulting, referral, resale, and white label/OEM basis.

## E D U C A T I O N

### Hofstra University

MASTER OF SCIENCE

*Education & Organizational Behavior*

### Adelphi University

BACHELOR OF SCIENCE

*Sociology*