

Sr. Director Global Partnership Development



The Challenge

Retained a 2nd time by Sigfox to work on a new role for an IoT devices Sr Director global ecosystem partner development expert who was an entrepreneurial go-getter who thrived in uncertainty and brought a positive, proactive attitude as the Sr. Director for developing productive relationships with semiconductor devices and embedded module vendors.



San Francisco, CA

The Solution

We needed to document potential candidates' relationships with IoT ecosystem Tier 1 vendors to produce full reference designs and modules that can be paired with an antenna which can then be integrated into existing or new IOT products, as well as supported by ODMs and EMS to deliver production supply chain of modules and OEM IoT products.



Charles Moore

(214) 945-4070

chas@nextgenexecsearch.com

[Schedule Appointment](#)

The Results

After screening and conducting multiple interviews from 43 potential candidates, we were able to shortlist down to just 4. Each shortlisted candidate provided examples of the teams they had managed that has a global scope: team size, skills of people on your team, cultures and countries covered. In addition, via two-way video interview with the Lead Recruiter, each candidate explained their successes with partner companies to sell and convince executives (VP & GM of BU), principle engineers, FAEs, etc.

The ROI

- Client stated one of the best hires ever
- Developed key partnerships with semiconductor / modules vendor resulting in reference designs
- Negotiated deals with ODM and OEM to facilitate production
- Promoted to VP within 14 months