

## Freelance Relationship Builder – Job Specification

**Company:** secureVirtual

**Location:** UK

### Overview:

Over the last few years we have focused on building our cloud hosting platform – SVi. You can find more information about SVi on our website.

We want to continue our focus on supporting the SVi platform and building a team of hosting experts completely dedicated to creating the strongest cloud hosting platform for enterprise class hosting.

The SVi platform is perfect for IT consultancies who want to host their own services without having to invest in building a dual data centre cloud hosting platform. By partnering with secureVirtual, a consultancy can create new environments for their customers and manage and administer it themselves.

### The role:

We would like to start building these partnerships. At the moment we are a very busy company with a lot of focus on our technology and internal teams, we therefore need help from a relationship building expert to start this process.

- The role involves locating IT consultancy firms in the UK and then working with us to build an effective partnership with them.
- You would need to understand our offering and why our technology and skills are useful for a consultancy company.
- Locate and open channels with the right type of consultants.
- Setup a meeting with the decision maker in a warm and friendly manner.
- Stay involved throughout the process until the relationship between the consultant and secureVirtual is firmly in place.
- Always represent the secureVirtual brand – this is no hard sell, this is about meeting the needs (if they exist) of two different parties.

### Remuneration:

This is a freelance role and you will be acting independently to secureVirtual. You will be paid on a commission basis for any contract you directly help us win. For example, if you introduced us to a consultancy who we ended up working with – you would receive 5% of the contract value as a commission payment.

On many contracts this 5% could be very lucrative.

Get in touch and we can have a chat about how this works in more detail.

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