



Join Securosys, a fast-growing leader in cybersecurity, trusted by global banks, governments, and technology innovators. We protect the world's most sensitive data with Swiss-engineered precision and innovation. Our products are used by financial institutions across traditional banking IT, fintech, and blockchain ecosystems—anywhere that safeguarding digital assets is mission-critical. Headquartered in Zurich, Switzerland, with subsidiaries in Hong Kong and Germany, we are expanding our presence in the United States.

are seeking a highly skilled and motivated

Strategic Partnerships and Alliances Manager (Bay Area)

to drive and expand strategic technology partnerships with key enterprise security, cloud, and networking providers. The ideal candidate will bring a strong background in business development, channel strategy, and strategic alliances within the cybersecurity and cloud computing industries.

Job Overview:

As Strategic Partnerships and Alliances Manager, you will identify, develop, and manage high-impact partnerships with leading enterprise IT and cloud technology providers. This includes companies such as Amazon Web Services (AWS), Google Cloud, Cisco, Keyfactor, Palo Alto Networks, IBM-HashiCorp, Arista, F5, Fortinet, CyberArk, and others aligned with our go-to-market strategy. Your mission is to help enable integration of Securosys' HSM and CloudHSM solutions into partner ecosystems to drive innovation, adoption, and market expansion.

Key Responsibilities:

Partner Acquisition & Relationship Management

- Identify and engage with strategic partners requiring HSM-based encryption, signing, key storage, and secure cryptographic operations.
- Develop and execute a joint go-to-market (GTM) strategy aligned with Securosys' business objectives.
- Serve as the primary liaison with partner executives and technical teams.

Technology Integration & Enablement

- Collaborate with Securosys engineering and product teams to define integration strategies.
- Facilitate API/SDK-based integrations and cloud-native deployments with partner platforms.
- Coordinate joint technical workshops, roadmap alignment, and solution development efforts.



Sales & Business Development Support

- Support Securosys sales teams by leveraging partner ecosystems to drive lead generation and pipeline growth.
- Build reseller, OEM, and referral program partnerships to scale distribution.

Industry Engagement & Market Intelligence

- Represent Securosys at major events such as **RSA Conference, AWS re:Invent, Black Hat**, and industry summits.
- Stay informed on market shifts including **post-quantum cryptography, NIST compliance**, and emerging data security trends.
- Provide competitive intelligence and strategic insights to product and leadership teams.

Qualifications & Skills:

- 5–10 years in strategic partnerships, alliances, or business development within **cybersecurity, cloud computing, or enterprise infrastructure**.
- Demonstrated success building and scaling technology alliances with tier-1 vendors.
- Exceptional interpersonal and communication skills, including experience working with executive stakeholders.
- Strong project management skills with the ability to execute multiple initiatives simultaneously.
- Entrepreneurial spirit and comfort in a fast-paced, high-growth, and globally distributed environment.
- Technical degree in cybersecurity, computer science, engineering and/or MBA combined with strong technical knowledge.
- **Work Authorization:** U.S. citizenship or ability to work in the **United States** (ideally also for government engagements). No VISA sponsorship for this role. Must be based in the San Francisco Bay Area.
- Experience working with OEM, VAR, and channel partner programs.

Why Join Securosys?

- Work at the forefront of HSM and cloud cryptography innovation.
- Collaborate with top-tier partners and visionary leaders across cybersecurity and infrastructure sectors.
- Thrive in a culture that values autonomy, rapid decision-making, and cross-functional collaboration.
- Be part of a global growth journey while enjoying a flexible, startup-style environment with enterprise-level ambitions.

How to Apply:

If you are a strategic thinker and relationship builder with a passion for cybersecurity and partnerships, please send your resume and a brief cover letter to jobs@securosys.com and become a key part of our growing team.