

GlobeStar Systems is a leader in integrated clinical communication. Our cornerstone product, Connexall®, is an award-winning Enterprise grade IoT platform, purpose built for the healthcare industry. Connexall® is a sophisticated and customizable end-to-end integration and communication platform that helps its customers improve clinical workflow, reduce alarm fatigue, and drive better patient and staff outcomes.

Job Title: Manager of Integration Partners

Type: Full time

Start Date: Immediate

Location: Canada/USA

Job Summary

Reporting to the SVP of Sales, the Manager of Integration Partners will be responsible for developing and managing strategic partnerships and integrations with third-party organizations. This role is crucial to our company's growth strategy, as it directly impacts our product offerings and market reach. The ideal candidate should have a strong background in business development, a deep understanding of Healthcare Technology, and the ability to identify, negotiate, build, and manage integration partnerships.

Primary Responsibilities

- Work closely with the Solutions Innovation and Design team to continuously identify potential integration partners and assess their compatibility with our product and business goals.
- Lead negotiations with potential partners to establish mutually beneficial integration agreements. This includes terms, pricing, and contractual obligations.
- Develop and execute a comprehensive integration strategy, aligning with our business objectives and ensuring seamless technical execution.
- Collaborate with various departments within the company, including Product Management, Pre-Sales Engineering, Marketing, and Sales, to ensure successful integration and launch.
- Oversee the integration projects from initiation to completion, ensuring all milestones and timelines are met.
- Continuously monitor the performance of integration partners, providing ongoing feedback and analysis to optimize results.
- Ensure that all integration agreements comply with relevant regulations and are legally sound.
- Prepare and present regular reports to senior management on the status and performance of integration partnerships.

- Maintain integration partner list, depth of business and technical partnerships. Ensure testing software, hardware, and platform from integration partners are up-to-date and ready for Product Management, Solutions Development, and Quality Assurance teams.
- Provide a platform for customers to view Connexall use cases and our compatibility list.
- Other duties as required.

Qualifications

- Bachelor's degree in Business, Marketing, or a related field (Master's degree preferred).
- Proven track record in business development and partnership management, particularly in healthcare.
- Strong negotiation and contract management skills.
- Exceptional project management and organizational skills.
- Excellent computer skills in a Microsoft environment.
- Strong communication and interpersonal skills, with the ability to build and maintain strong relationships.
- Proficiency in data analysis and reporting.
- Knowledge of legal and compliance requirements related to integration partnerships.
- Creative and strategic thinking, with the ability to identify new opportunities.

Benefits:

- Competitive salary and performance-based bonuses.
- A rich benefits package, including medical, dental, life, and disability insurance.
- Professional development opportunities.
- Retirement matching program.
- Paid vacation and sick days.
- A dynamic and inclusive work environment.
- Flex work policy.