



BLUEFIELDS



Director – Partnerships

Location: In-office (Charlotte, NC)

Reports to: VP, Distribution

Company Overview

Bluefields is a modern MGA platform building innovative programs in challenged specialty markets. Our mission is to deliver an exceptional customer experience, comprehensive coverage, and affordable rates through the use of loss control, data and technology- driven efficiency. Bluefields is built on the belief that as technology transforms the world, so do the opportunities to solve age- old challenges within specialty insurance. Technology enables Bluefields to deeply understand risk in curated niche verticals, giving us unique insights that unlock defensible underwriting advantages.

Our flagship brand, vQuip, addresses risks in the outdoor experience market through operational loss control, episodic renters insurance, and proprietary underwriting powered by data.

Role Overview

We're expanding rapidly and are seeking a Director, Partnerships to drive growth through strategic alliances with potential industry partners such as OEMs, res-tech providers, and others. This is a high-impact role at the intersection of business development, marketing, and relationship management. A core thesis to our business vision is that while technology is eating the world it creates opportunities to build valuable insurance solutions that previously weren't possible. As Director of Partnerships you will be the driving force ensuring we collaborate with different strategic partners to push our existing insurance programs and also identify new opportunities.

Key Responsibilities

- Build and maintain strong, long-term relationships with strategic partners
- Identify and onboard new partners aligned with vQuip's growth strategy
- Collaborate with finance to draft new agreements and ensure commission payouts are accurate and timely
- Track and report on revenue growth and opportunities generated by partners
- Develop outreach and co-marketing campaigns with top partners to increase visibility and adoption
- Work cross-functionally with sales, marketing, and product teams to maximize partner value

- Represent vQuip at industry events and champion our solutions within the partnership ecosystem
 - Identify program opportunities through collaboration with industry partners
 - Source new expansion and growth opportunity through business development in our existing and adjacent markets
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Qualifications

- 4+ years' experience in high-growth startups, top-tier consulting, investing, and/or operational roles
 - Proven ability to operate tactically in early stage environment —comfortable in the weeds but able to think big picture.
 - Exceptional organizational skills with a bias toward action and a track record of delivering results in fast-paced settings.
 - Exceptional verbal and written communication skills
 - Strong leadership and stakeholder management abilities
 - Proven track record of building and growing successful partnerships
 - Ability to manage multiple projects, prioritize tasks, and meet deadlines in a fast-paced environment
 - Experience in strategic partnerships, channel sales, or business development (preferred)
 - Background in adventure sports, outdoor recreation, or insurance industries is a plus
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What Success Looks Like

- The CEO and leadership team can trust you to seamlessly execute and prioritize high-value, strategic activities. Strategic initiatives move from concept to execution with speed, precision, and measurable outcomes.
 - Multiple collaborations with different industry partners that drive GWP growth and new submission opportunities
 - Seamless execution of collaboration opportunities where product, engineering, underwriting and any other required stakeholders are organized and managed properly
 - Source new program opportunities in our existing/adjacent markets that offer growth with minimum lift
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Compensation & Benefits

- Competitive base salary.
- Performance-based bonus.
- Equity participation.

- Comprehensive benefits package (Medical, Dental, Vision).
- Competitive PTO policy

Applicants can share their cover letter and resume with Devin Pike at Devin@vquip.com.