

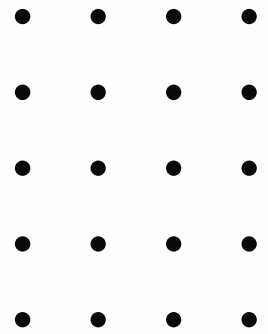
partnership manager

📍 Bangalore 🏢 Full time 🕒 Min 3 yrs

As our Partnership Manager, you will be responsible for cultivating and maintaining relationships among business and ecosystem partners while also developing strategies to increase direct and indirect revenue through partners. This may be through affiliate/referral partners, supply partners, demand partners, technology partners, and more. You will also be responsible for coordinating with the internal team and ensuring the delivery of commitments to maintain the partnerships.

If you enjoy a balance of internal and external interactions, with this balance shifting over time to internal as the team grows, are results-driven and equally comfortable rolling up your sleeves as you are delegating to and inspiring the team and enjoy building and leading partnerships functions from an early stage of team growth, and have delivered exceptional results doing so in the past, we'd like to speak with you!





who we are

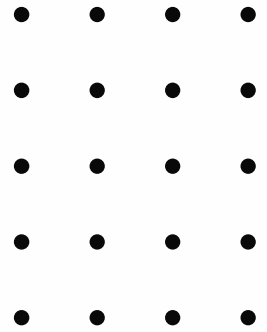
Betterplace is a technology platform designed to hire, manage, and engage the blue-collar workforce with ease with our all-in-one lifecycle platform. Designed for large enterprises, the platform enables you to manage end to end lifecycle of your blue-collar employees. Device – agnostic. Customizable. Scalable. Uniquely digital.

what we're looking for

- A proven team player that has experience building partnerships in a start-up or other high-growth context
- Min 3 years in Partnerships and/or Business Development
- Strong Decision-Making Skills: Analytical and strong problem-solving abilities, takes initiative, drives for results, ability to prioritize work, communicates problems, and proposes solutions, as appropriate; sound, mature judgment, and integrity.
- Strategic thinker: Anticipates future opportunities and consequences, demonstrates an innovative approach to work
- Great multitasking skills and attention to detail
- Program Management experience or understanding of program management concepts is a plus

what you'll do

- Create a systematic, process-driven approach to partner outreach and relationship management
- Create a framework to measure ROI from partnerships.
- Understanding the association and setting it up phase by phase to ensure the success of the partnership bot both BPSS and the partner.
- Identify and source partnership opportunities through founder network and inbound leads, follow-up and outbound cold calls, emails, and client visits
- Research partners, identify key players, and generate interest
- Collaborate with senior management and other marketing teammates to align our internal goals with new and existing partner relationships
- Negotiate and finalize deals in accordance with the company's contract guidelines and policies



- Deliver a great experience to our partners when working with our organization - you will represent our brand and be our partners' liaison internally
- Forecast, measure, and report the results of various projects with partners, including co-created and/or co-branded content promotions, lead sharing, and/or event partnerships
- Keep a great ongoing relationship with current partners and offer new ways to grow the partnership

what you'll get

- Comfortable work process
- Competitive Salary (negotiable, based upon experience)
- Paid Holidays, Vacation Days and Sick Days
- Paid Training and Development Programmes
- Excellent team
- The world-class experts' solid and reliable team
- Opportunities for self-realization in the development of top-notch enterprise-level products
- Projects at the forefront of innovation
- Professional development and career growth opportunities + paid certification as needed