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# Example of Partnerships Manager Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of partnerships manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for partnerships manager

* Manage deal pipeline progression and reporting
* Conduct financial modeling as part of deal evaluation
* Work with finance and legal on deal evaluation and execution
* Manage multi-million dollar budget-to-actual reporting
* Support the goal of accelerating Paid Prime Member growth engagement in France, through delivering best-in-class acquisition marketing and partnership activities
* Develop partnership portfolio strategy for focus areas in IoT, fully analyzing prospective partnerships, and crafting prospective partnership framework
* Serve as direct contact point for a subset of Beacon providers, generally the largest and/or most important in a specific region, and be the “face” of Beacon for those providers, as they need help and access to Beacon, including receiving inbound questions from provider, filtering question to proper internal audience at Beacon, and either facilitate or deliver the responses from the Beacon team back to the provider
* Analyze strategic provider reports around cost, utilization, and outcomes, and prepare reports to share with providers that detail provider performance over time, highlighting key areas of focus, including monitoring and interpretation of provider utilization data,, coordination to understand utilization patterns and efforts to keep data meaningful to providers in a local market
* Identifies current innovative provider programs and gathers information on program structure, function, efficacy and outcomes to share with Beacon colleagues
* Assist with provider orientations and provider training events in the region

## Qualifications for partnerships manager

* Have passion for the content and distribution business
* You should also be knowledgeable and experienced in how to engage in the wider marketing discussions rather than just media sales
* The position requires strong strategic thinking, creative, analytical, communication (written and oratory), and project management skills, the ability to work both interdepartmentally and with external third-parties to execute flawless campaigns
* 5+ years in communications, account management, or business development
* Generate new annual partnership revenues
* Assist in the creation and implementation of both consumer-facing and B2B-based promotions