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# Example of Strategic Partnerships Job Description

Our growing company is looking for a strategic partnerships. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for strategic partnerships

* Coordinate with other team members and relevant segment leaders to craft innovation agenda
* Work closely with the innovation lead business units to take problems/ideas surfaced internally and look for solutions in the external market
* Evaluate quantitative sales and customer data to compile territorial opportunity target lists
* Determines and executes the account specific value proposition and sales strategy
* Respond to sales inquiries for the Sales team coming from inbound Pardot, MediaQuotes, e-mails, telephones calls and referrals from sales team members
* Make initial sales contact to evaluate and understand a prospect’s business needs, and take action as to next steps
* Identify high potential prospects and transition them to the sales team after a thorough needs analysis
* Maintain the CRM database, including comprehensive data entry, setting alarms for follow-up, lead tracking and hand-off
* Drive customer satisfaction by ensuring a smooth process from bid to final delivery through internal & external communication
* Coordinate activities related to lease conversions, including updating critical paths, tracking and reporting on progress, supporting the development of launch materials, communications

## Qualifications for strategic partnerships

* Excellent communication, presentation and relationship building skills with an ability to prioritize, negotiate, and work with a variety of internal and external stakeholders
* Solid background in project and change management with superb interpersonal skills that demonstrate success in managing through influence solid-line reporting relationships
* C-suite skills, including professional writing and editing skills
* Minimum 12+ years demonstrated success in financial services or prepaid sales and/or account management in a leadership role
* Knowledge and understanding of the health care industry, managed care, health plan operations and local delivery systems
* Ability to execute cross functional process and team development through direct and indirect authority and/or ability to effectively lead and participate on cross functional integrated teams in a highly matrixed organization