



Example of Strategic Partner Manager Job Description

Powered by www.VelvetJobs.com

Our company is looking to fill the role of strategic partner manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for strategic partner manager

- Build & improve a forecasting model that supports the roll out of new campaigns
- Work with regions & finance to advise on global capacity need on a quarterly & annual basis
- Liaise with Operations Management, the Global Commercial Outbound team and HR/Recruitment on correct implementation and execution of the staffing plan
- Drive & coach operations to become self-steering on how to best manage their capacity
- Collaborate with Co-brand Card partners internal MileagePlus and United partners (MP Partner Marketing, operations, customer contact centers, UA Ecommerce, UA Marketing), as appropriate, to deliver programs, promotions, and communications
- Develop and execute marketing programs to support partner acquisition, usage, and retention programs through airline marketing channels (in airport and onboard)
- Partner with internal analytical resources to project return from marketing program investments
- Lead cross-functional projects and meetings to garner project support and set project goals, monitor progress against tasks, identify project risks and provide regular updates for senior management

- Source marketing promotional items and track spend and program effectiveness

Qualifications for strategic partner manager

- Strong passion for mobile, location, data and how all three can improve user experience and consumer technology
- Strong academic credentials, BA/BS or equivalent required
- 5+ years of experience in partner management, business development, product management, or management consulting driving user and revenue growth via partnerships
- Experience working with complex financial models, understanding the various inputs that influence ROI and incorporating those insights into deal planning and management
- Ability to review and analyze complex contracts and familiarity with standard deal structures
- Undergraduate degree from top university with outstanding academic performance