



Example of Strategic Partnership Job Description

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Our growing company is looking for a strategic partnership. 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 partnership

- Responsible for leading all efforts related to new product pricing, forecasting inventory and ironing out guarantee for impressions, engagement, and or specific KPIs
- Partner with Ad Product, Content, Ad Solutions to define different elements of sponsorship and seasonal packages designed to drive sales and address marketers' objectives
- Partner with Yield counterparts to define pricing and packaging incentive to drive incremental sales every quarter
- Maintain all documentations and tools specific to Sponsorship products (rate cards, ad product matrix)
- Define contract terms and negotiate service rates
- Develop effective working relationships with our partners
- Coordinate partner-related projects with Engineering, Product and Operations teams.- Act as their point of escalation
- Define and monitor metrics to improve partners' performance
- Determine and execute card interchange optimization strategies
- Leverage partners' marketing / promotion power

Qualifications for strategic partnership

- Strong technical knowledge of pensions' administration
- Ability to deliver presentations to trustees, governance committees and

- Must have biomed and imaging and/or facility services background in business development and/or operations
- MBA, advanced degree and/or marketing qualifications
- Significant direct response marketing experience and in building strategic partnerships that have resulted in subscription sales, with a proven track record of direct response marketing