



Example of Strategic Partnership Job Description

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Our company is looking for a strategic partnership. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for strategic partnership

- Aggregate spending across all partnership into a single easily updated dashboard
- Contribute to a partner strategy to acquire CGMA candidates, to support candidate progression to become CGMA designation holders, and to retain CGMA designation holders
- Use frameworks to evaluate and prioritize partnerships
- Work with partnering organizations to determine appropriate resourcing for their CGMA operations
- Direct, instruct, and coach partners
- Ensure the correct resources and competencies are in place at the partner to grow candidate volumes and maximize long term membership growth
- Ensure that partners are putting forth the level of effort required to meet KPIs
- Analyze sign-ups, CGMA candidate progression, and member satisfaction and retention, and then share information and collaborate with partners to enable them to improve performance
- Resolve conflicts with the partners to the better of the program
- Manage the revenue and expense budget related to partnerships

Qualifications for strategic partnership

- Strategic, analytical thinker who consistently challenges the status quo and

- Strong knowledge of statutory/ regulatory regime Ability to delivery on agreed targets
- Manage logistics of individual partnership projects from start to finish, including identifying and scoping opportunities, laying out agreements, coordinating rollouts
- Understanding of government and urban issues a plus
- BA or BS in technical discipline preferred