



Example of Strategic Partnership Job Description

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Our company is growing rapidly and is looking for a strategic partnership. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for strategic partnership

- Provide recommendations to help leadership make appropriately analyzed financial decisions
- Provide information and insights to the leadership team and organization as requested
- Coordinate with Americas Region marketing and sales teams
- Coordinate with other groups within the larger organization that work with channel partners, learning providers, or other partners
- No direct reports, but responsible to lead partners and resources within partners without direct authority over team members
- Assess and refine DACH partner strategy and drive successful implementation of partner model
- Engage with regional GSO leads and cross functional support (SOPs, BizOps) to cascade and regionalize LTS BD strategy peers in other EMEA regions
- Provide the LTS BD team with detailed overview of the market, including key players, market segmentation, opportunities and recommendations
- Travel required across the DACH region incidental EMEA and the US
- The T&E Client Manager, will provide merchants/ customers with compelling business proposition, based on data-driven intelligence and analytics

Qualifications for strategic partnership

- 2-3 years experience in grants management
- Proficient in PC applications (Excel, Powerpoint, Word)

- 3+ years of experience in digital Payments, ideally on a multi-regional or global scale
- Experience in either Account or Payment Risk is plus
- Experience in digital goods