



Example of Strategic Partnership Job Description

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Our company is growing rapidly and is hiring 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

- Collaborate with Marketing Communications and Channel Marketing on go-to-market activities and events
- Analyze current events within the industry and the market
- Prepare activity reports for management review
- Develop list of major sponsorship and advertising inventory at each focus property (shopping center) within assigned region
- Responsible for calling on target accounts/clients, developing sales presentation materials for these accounts/clients and presenting to these accounts/clients
- Communicate effectively and persuasively with perspective local/regional businesses, clients, agencies and local, regional and corporate employees of various levels
- Work with the implementation team at corporate the mall level to ensure that client's needs are being fulfilled
- Conduct an end-to-end review of the program based on alliance program best practices and input from customers and internal stakeholders
- Identify, develop, and implement opportunities to improve processes and products
- Assist in product SKU creation by utilizing the company and partner portals

Qualifications for strategic partnership

video conferences in American and Asian time zones

- 3+ years of experience of growing partnerships, ideally international partners
- 5 years' experience, preferably in Human Resources
- 2 years recruitment experience with a preferred focus on diversity recruitment
- Experience managing high volume/high pace recruitment projects, building relationships with customers, assessment, selection and negotiation in a very competitive, challenging, and fast paced environment
- Bachelor degree in any Majors