



Example of Strategic Partnerships Job Description

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Our company is growing rapidly and is hiring for a strategic partnerships. 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 partnerships

- Create and stimulate commercial awareness amongst the Support Operations team
- Prepare a detailed project plan and follow through with execution while keeping all stakeholders up to date and deliver within tight deadlines
- Provide business perspective, help develop the appropriate hypothesis, data driven results and prepare for implementations
- Ultimately responsible for the bottom line expenses and revenue of the department, creating accurate goals, forecasts and budgets that effectively communicates the department's performance companywide
- Lead the strategic planning process for SP defining the strategic initiatives that are required to exceed customer needs and differentiate GGP vs
- Lead all aspects of executing the partnership growth strategy for the region, including segmentation, account management and supporting the partner prospecting and negotiation processes
- Proactively support the business and all internal priorities for the region, reporting to the Managing Director, Americas
- Provide relevant priorities and regional product inputs to HQ in Amsterdam for further partner product development and support services
- Analyzing advertising campaign metrics and make sure client goals are reached (ROI, ROAS, COS, CPO, Revenue...)
- Partner closely with the support teams (Data Science, Tech Solutions, Creative Services) to ensure optimal campaign setup

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- Keen analytic, organization, and problem solving skills that support and enable sound decision making
 - Solid understanding of managed care in fee for service and capitated delivery models
 - Ability to deliver feedback professional and effectively to all levels of the organization, including challenging the status quo when appropriate
 - Good time management skills including the ability to identify, prioritize and execute the critical list of tasks that directly affect the Plan
 - 15+ Years of experiences in government, campaigns or issue advocacy
 - Strong understanding of issue advocacy organizations, and nonprofit landscape