

Partnership Manager Job Description

Main Focus of Role:

The Partnership Manager role will be offered to someone who can create alliances and joint go-to-opportunities that our customers will love. We are passionate about our product and are keen to work with partners that share our vision for future evolution and growth. The Partner Manager will build and nurture existing partnerships and reach out to new potential partners who are also moving the hospitality industry forward, initially in the UK and then globally. With an already significant Partner base we need someone to help formalise our processes and make this a major channel for us for lead generation.

Key Responsibilities:

Top 5 responsibilities:

- Drive continued growth through lead generation
- Build, maintain and nurture relationships with our partners, ensuring that benefits are realised for both Wireless Social and partner
- Regularly engage with partners to ensure that partners are being proactive and promoting the Wireless Social relationship as part of their activities and deliverables providing support where required to help drive recommendations
- Identify where proof of value can be delivered via partner campaigns/joint ventures
- Closely track partner campaigns and lead generations to identify partnerships that are successful and take mitigating action where partnerships require further support

Key Skills/Qualifications:

- Engaging and proactive
- Has excellent written and verbal communication skills
- Is customer centric – ensure we are adding value and ensure the operator/brand/partner is at the forefront of all decisions
- Is tenacious and agile – Wireless Social is a company that is having to adapt to an evolving market post COVID19, we need to be flexible and adaptable to new ways of working
- Is results orientated – achieving KPI's are critical to Wireless Social strategy
- Has proven experience of stakeholder management
- Has excellent organisation and time management skills
- Has ability to work under pressure and be able to change team direction at short notice
- Is a self-starter with ability to prioritise team and individual workloads

Key Relationships:

- You will report directly to the Sales Director on all matters to do with your role
 - Work closely with Sales and Marketing so agreed partnerships can be turned into customer facing campaigns
 - Build strong working relationships with existing and prospect partners, key brands and operators
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