



Position Title: Senior Manager, Partnerships & Alliances

Reports To: Chief Executive Officer

Dotted line: Chief Marketing Officer

Employment Type: Full-time

Location: Sydney, Australia

Salary Range: AUD\$105,000 > AUD\$120,000 + Bonus

Position Description

There is never a typical day at Jaaims, but that's why we love it here! This is an extraordinary opportunity to build a rewarding career in a fast paced and innovative environment, working with a highly collaborative group of individuals where your talents are nurtured in an inclusive culture that values diversity. If you have no respect for the status quo and you're a round peg in a square hole please read on, this life changing opportunity might be for you!

With our company positioned for rapid growth, we are seeking a Senior Manager, Partnerships & Alliances to take responsibility for the strategic development of innovative and mutually beneficial partnerships across our various stakeholders both domestic and internationally. As our key connector to the financial services sector, the Senior Manager, Partnerships & Alliances will be responsible for strategic development of our existing partners and the forging of new commercial partnerships in line with the corporate vision and strategy for the company.

Key tasks and responsibilities

External

- Develop and maintain strong partnerships with Jaaims corporate partners, maximizing both financial and non-financial value, and achieving income targets.
- Support Senior Management and Business Development teams in the development and implementation of the Corporate Vision and Partnerships strategy.
- Development and execution of all partnership initiatives in conjunction with Jaaims internal teams.
- Prepare, negotiate and manage contracts for corporate partners.
- Implement strong account management process to grow revenue, build long-term alliances and efficiency of existing corporate partners.
- Management of logistics and event requirements for corporate partners involved in campaigns.
- Continually assess the external corporate partnerships market to ensure the Jaaims offering remains relevant and competitive, and to identify and pursue opportunities to expand current and secure new corporate partners
- Stewardship of all corporate partners being managed, providing quality and timely reporting and communications, to corporate partners and internally to Jaaims, as required.

Internal

- Develop strong, effective and consultative working relationships with key internal stakeholders



- Conduct corporate research and provide strategic business insights into targeted corporate sectors, including developing proposals, debriefs and other reports which meet the needs of corporate partners and strategically integrate corporate intelligence
- Develop and present motivating submissions based on strong business rationale to meet corporate partners' objectives, to deepen support of current corporate supporters and partners.
- Development and production of corporate partnerships marketing and communications materials as required with the creative team.
- Manage and keep up to date the customer relationship management database.
- Contribute to annual budget planning and tracking.
- Organise meetings, agenda preparation, teleconferences and minute taking.
- Responsible for management of a budget and delivering revenue opportunities via major partnerships.
- Preparation of, and reporting on, financial & non-financial indicators for corporate partners
- Provide leadership, knowledge and mentorship to your team ensuring a continuous learning and development culture is maintained.

Accountability & Performance Measures

- Duties completed within agreed time frames, to accurately meet requirements and consistent with company policies and procedures as applicable.
- Ensures the best use is made of technology to provide efficient and effective operation of their role.
- All issues regarding internal and external relationships raised and resolved promptly in timely fashion and documented as required.
- Ability to hit partnership revenue targets on a consistent basis.
- Positive Team Behaviours: Respect, trust, honesty, engagement, determination, collaboration, passion, initiative, stretch, transparency, creativity/innovation, continuous improvement, swarm/hovering behaviour.
- Individual Behaviours: Knowledge sharing, nurturing others, providing opportunities for team members, reaching out, challenges/supports Others and being a good cultural fit

Qualifications, Aptitude & Knowledge

- The successful candidate will be an energetic, effective, self-starter with strong verbal and written communication skills who is able to excel in a fast-paced environment.
- 5+ years' experience in corporate partnership management, relationship management, sales, marketing or communications in the financial service sector
- Excellent interpersonal, communication, and facilitation skills, including demonstrated success in engaging and maintaining strong relationships with diverse stakeholders.
- Ability to work well in a team.
- Sound project management skills with demonstrated ability to take initiative and manage issues.
- Proven ability to show initiative, work collaboratively, prioritise work requirements, consult appropriately and respond to direction.
- Good time management skills with ability to manage multiple relationships and projects simultaneously.
- Creative flair for the development of innovative marketing concepts and process improvements to add value to Jaaims corporate partnerships offering.
- Microsoft Office skills and high-level computer literacy.
- Tertiary qualified from a creditable University.

Location, hours and travel



- Work from our office
- International and domestic travel required
- Full-time employment hours apply