



Partnerships Manager

📍 Киев,

Рубрики: [Реклама, маркетинг, PR, Наука, образование, переводы, Работа за рубежом](#)

Пожелания к сотруднику

Образование: полное высшее
Опыт работы: обязателен
График работы: удаленная работа

Описание вакансии

Job Type: full-time, remote.

About us:

We are a hospitality e-learning platform dedicated to providing up-to-minute, new generation education for hotels globally, closely working with thought leaders worldwide to generate the best-in-class, industry-focused learning solutions.

About the Role:

We are building a team of talented and motivated individuals and looking for an experienced Partnerships Manager with proven work experience as Strategy Manager, Business Development Manager, Strategic Alliance Manager or similar role in e-commerce, education or hospitality sectors.

Responsibilities:

- Working with external partners to develop new business opportunities for our products or services
- Identifying potential partners based on our needs, goals, and current partnerships.
- Managing existing partnerships by developing new ideas for collaboration, monitoring performance, and resolving conflicts.
- Providing ongoing, proactive leadership and support to generate high levels of partner satisfaction and success.
- Tracking and reporting on relevant KPI/metrics.
- Developing marketing strategies and tactics to promote the partnership to customers and other stakeholders.

About you:

- Near-native proficiency in English.
- You are a team player and have a strong ability to communicate effectively.
- You understand the relationship between customer happiness and the impact on revenue and production.
- Proven experience of selling or influencing multiple decision makers and able to appeal to functional and personality buying perspectives.
- Strong writing skills. An expert communicator in both small-talk & high-pressure moments.
- CRM experience: Monday, Salesforce etc.
- Excellent time-management skills.
- Strong attention to detail, organization skills, with an ability to stay focused on assigned tasks.
- Ability to use data analysis and market research to identify opportunities for new partnerships.

Benefits:

- Remote but social - we are fully distributed and dedicated to frequent in-person and virtual touchpoints.
- Flexible PTO - we work hard but expect our team members to take time off to recharge. We offer flexible PTO as well as 10 company-wide holidays.
- Tuition program - as an e-learning company, we're invested in our team's career growth and support participation in learning and development programs.

This is a great opportunity for creative and ambitious professionals who wish to develop in hospitality with focus on innovative segments of the business.

Sounds good to you? Send us your CV to yevheniia@kordie.com

*Please, expect test assignments.

Контактная информация

Контактное лицо: YevheniiaKyrychenko

Сайт: <http://kordie.com>