



Head of Partnerships

- **Vacancy for:** 1
- **Posted on:** Dec. 3, 2018
- **Deadline:** Dec. 19, 2018, 11:55 p.m.

Basic Job Information

Job Category	: Sales / Public Relations > Financial product sales/ Breakage, Institutional sales
Job Level	: Top Level
Employment Type	: Full Time
Job Location	: Trade Tower, Thapathali, Kathmandu
Offered Salary	: NRs. 90,000 - 110,000 Monthly

Job Specification

Education Level	: Under Graduate (Bachelor)
Experience Required	: More than or equal to 3 years
Professional Skill Required	: Client Relation, Client Servicing, Microsoft Office 365, Presenter, Negotiator, Business Communication, Business Development

Other Specification

Education:

- BA/BS in Business or Software Engineering, or MBA

Qualifications:

- 3+ years of strategic partner sales, business development and client servicing experience
- Extensive experience in software platform sales serving a combination of clients in finance Industry
- Experience deploying new innovative and disruptive technology solutions
- Impeccable Client negotiation skills and proven client service skills
- An understanding of application deployment and best practices
- Team player with a history of leading by example
- Knowledgeable about current trends in mobile tech, media, advertising, corporate, and live event strategy
- Superior written and verbal communication skills
- Ability to drive team-wide consensus toward adoption of new design and direction
- Precise in documenting procedures with an eye to streamlining
- Prefers working independently within large organizations while organized in keeping all stakeholders fully informed

Job Description

- Interact with corporate clients to provide insights into our technology platform
- Communicate client needs back to home office management and our technology development team
- Attend conferences and industry events, serving as a Brand ambassador
- Negotiating with leads for conversion and sales
- Managing partnership relations with corporate clients ensuring the over-all practical values, as well as social values, are fulfilled

Applying Procedure

Apply Link : <https://merojob.com/head-of-partnerships/>

Generated By