

Commercial Partnerships Manager

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Company: Instashop

Location: , , United Arab Emirates

Category: other-general

Commercial Partnerships Manager Brand Partnerships - United Arab Emirates, AE - Full time - 748 InstaShop, headquartered in Dubai, is the leading online marketplace for supermarkets, pharmacies, pet shops & other businesses in the Middle East. With a young & motivated team & an office resembling the ones of startups in San Francisco, InstaShop is the right company for individuals passionate about adding value within a fast-growing technology company. The Commercial Partnerships Manager will be responsible to identify, assess, negotiate, and close partnerships with key Financial/Banking institutions, Loyalty & Reward scheme platforms, Telecoms, Airlines, etc. to open new opportunities for growth. By communicating the right priorities, he/she will be bridging the gap in developing relationships and crafting win-win agreements.

Primary responsibilities

- Develop and maintain long-term regional strategic commercial partnerships
- Build knowledge and expertise for the business in identifying strategies and major opportunities
- Lead impactful initiatives that are results orientated in driving revenue
- Create and use business intelligence tools to support tactical synergies (seasonal and/or always-on)
- Collaborate with internal and external stakeholders to track and analyze key metrics to optimize and deliver value for the business and its partners
- Stay up to date on unsought opportunities in new/differentiated commercial channels
- Ensure that the customer end-experience is smooth and concise to what is being communicated in our commercial partnership activities

Requirements

- Minimum 5 years of experience in business development or strategy
- Extensive experience in negotiation and partnership management
- Extensive industry knowledge focusing on payments and ecommerce
- Strategic thinking skills coupled with the potential to drive business initiatives

Ability to work in a fast-paced environment Everything you need in just a few clicks!

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