

United Arab Emirates Jobs Expertini®

Senior Brand Partnerships Associate

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Company: Instashop

Location: , , United Arab Emirates

Category: legal

InstaShop: Shops you love delivered better Role overviewApplication BackSenior Brand Partnerships Associate Brand Partnerships - United Arab Emirates, AE - Full time - 852 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 Senior Brand Partnerships Associate is responsible for supporting the Managers and Head of the department in identifying, onboarding and activating partnerships. The ideal candidate will bring an analytical mindset, paired with a strategic way of thinking in order to build and maintain the partner base. The Senior Brand Partnerships Associate will also work closely with cross-functional teams to ensure the success of all campaigns and that they land on time in full. Primary responsibilities: •Understand the evaluation, development, and negotiation of partner contracts from pitch to closing•Support execution of partnership agreements end to end, providing partners with excellent service and ensuring that all internal and external requirements are met on time in full•Ensure existing relationships are maintained to drive partner retentionIdentify new relationships to expand our opportunities in partner acquisition•Act as a key liaison between brand partners and other internal teams including Finance, Marketing, Creative, etc in order to land activations on time in full•Monitor new and existing market trends by researching consumer markets and competitor's activities • To use the InstaShop services as per the company policies in order to provide feedback on how to improve the service Requirements: •Excellent written and verbal

communication skills in English•Strong communication, interpersonal and problem-solving skills•Keen eye for detail and willingness to take initiative•Proficient in Google Suite and MS Office•Strong analytical and research skills•Experience preparing presentations and progress reports•Bachelors in Business, Marketing, Management or related fields preferred•1-2 years experience in brand management, activations and partnerships•Experience working with consumer goods, media and advertising agencies is a plus Everything you need in just a few clicks! Get the app today for freeTry it out today!Shop now

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