

JOB DESCRIPTION

Partnership Manager

Ho Chi Minh City, Vietnam

Full-time

Job Description

- Responsible for the acquisition and management of Dreamplex partners, including and not limited to establish a competitive partnership arrangement in support of business objectives including:
 - generating revenue for Dreamplex through the referral of partners' services to Dreamplex members and
 - generating additional benefits for members through strategic partners'/merchants' tie-ups to create more value for members
- Plan / set target, establish processes and manage/execute the acquisition of new partners to achieve targets and ensure smooth operations with members and partners
- Build / manage the relationships with partners, liaise with partners to solve issues and create synergy
- Analyze and report on partner initiatives, forecast for strategic changes and report on key metrics
- Understand the industry and its trends, including and not limited to competitor landscape, new opportunities for strategic partnerships to increase revenue for the company and enhance member experience
- Work closely with Marketing / Operations & Member Experience Team on the communication schedule of acquired partners' deals to members. Track the take-up rate closely for better learnings and timely actions

Requirements:

- Bachelor's degree from top local or overseas universities is preferred
- 3+ years of relevant work experience in business development/partnership management in reputable e-commerce/banking/hospitality business is preferred
- Strategic thinking, ability to work independently to achieve performance targets

- Commercial focus, results oriented, excellent interpersonal, communication & negotiation skills
- Fluent in written and spoken English
- A strong drive to make things happen and ability to influence

If you are interested in working with us, please email your CV to join@dreamplex.co