

About Us:

Jode Technologies Pvt. Ltd. (JodeTx) is a young and fast-growing Startup in Fintech Domain specialized in solutions for Banking, Financial Institutions and Merchants (<https://www.jodetx.com>).

We are founded on the Vision to build technology to enable seamless financial and payment transactions and provide a comprehensive digital platform to Banks and Merchant segments.

Job Title: Bank Alliance Manager

Experience: 2-4 years

Location: Wagle Estate, Thane

Employment Type: Full-time

Job Summary:

Responsible for identifying, developing, and managing strategic partnerships with banks and financial institutions. Role involves negotiating and maintaining mutually beneficial alliances to drive business growth, enhance service offerings, and expand market reach. The ideal candidate will possess strong relationship management skills and a good understanding of the banking and fintech ecosystem.

Key Responsibilities:

- + Identify potential banking partners aligned with the company's strategic goals.
- + Develop and maintain strong relationships with partner banks and financial institutions.
- + Negotiate partnership agreements and ensure compliance with regulatory and business requirements.
- + Collaborate with internal teams (legal, compliance, product etc.) to implement partnership strategies.
- + Monitor the performance of existing alliances and suggest improvements or new initiatives.
- + Lead onboarding and integration processes for new partners.
- + Stay up-to-date on industry trends, regulatory changes, and competitive landscape.
- + Create reports and presentations on partnership progress, KPIs, and strategic value.
- + Resolve issues and manage conflicts related to partnership execution and performance.

Qualifications:

- + Bachelor's degree (MBA would be an added advantage)
- + 2-3 years of experience in alliance management, business development, or relationship management in banking or fintech.
- + Experience in Cooperative Banking Sector will be added advantage
- + Proven track record of successful partnership development and management.
- + Strong negotiation, communication, and interpersonal skills.
- + Understanding of banking regulations, payment systems, and financial products.
- + Strategic thinking with strong analytical and problem-solving abilities.
- + Ability to manage multiple projects and stakeholders in a fast-paced environment.

Preferred Skills:

- + Experience with digital banking or fintech partnerships.
- + Knowledge of API integrations and digital product development processes.
- + Strong presentation and documentation skills.