

Job Description

Role / Position Title	Lead – Partnerships
Grade	VP
Designation	Lead - Partnerships
Reporting Manager	Business Head

Job Summary –

The candidate will be responsible for managing Strategic Digital Key Accounts under STPL business line, in addition will groom the team for their overall profile enhancement.

Objective and Scope of the Position –

- The objective is to have focus by managing limited strategic partners for deeper engagement
- The profile will play pivot role in contributing business, new customer base and create visibility of the brand by partnering with major platforms.

The candidate will have scope to elevate self to a key strategic individual driving objective of the organization.

Detailed Role & Responsibility of the Position –

- **Partnerships & Alliances** – Identify & onboard new Strategic partners for Digital business.
- **Partner Onboarding lifecycle** – The candidate will become a connect between the tech and stakeholders of both the parties to achieve the requirements for partnership.
- **Product Development** – The candidate will coordinate with product team to design as will be required by the partner for business.
- **Drive Fee Income** – The candidate will be responsible for cross sell business income with the strategic partners and suggest product team for increase in income line.
- **Identify Opportunities** – Find new opportunities to enhance business opportunities by strategically deep in the existing relationships and evaluate new opportunities.

- **Project Management** – Will be part of the responsibilities to drive new initiatives, identify new propositions.
- **Strategic & Annual Plans** – Work on creating strategies & annual business projections, track and deliver as per organization's goals.
- **Performance Reviews** – Periodic reviews with respective business teams.
- **Regulator & Compliance Management** – Adherence to regulatory & compliance requirements.
- **Teams grooming**– The candidate will be responsible to groom the team members for their overall growth and continuous learning.

Requirements –

A.) Professional Experience:

- 10Years of experience.
- Preferably finance background having experience in BD, Product development, stakeholder Management.
- The person should have an understanding of P&L.
- Excellent in negotiations and stakeholders management.
- Should have basic knowledge of regulatory & compliance requirements.
- Should be able to understand data and apply basic analytics over it to identify the right set of customers & their preferences.
- The person must be a go getter & able to work in a high paced environment.

B.) Education Background:

- Should have minimum MBA degree
- Preferable in having project management certification
- Analytical understanding will be an added advantage