

Role - IJP	Role & Responsibility
<p>Department – Personal Loan (Digital)</p> <p>Designation – Sr. Manager / AVP – Partnership &amp; Alliance</p> <p>Location – Pune or Mumbai</p>	<ul style="list-style-type: none"> <li>• Onboarding digital partnership and expanding network for strategic alliance.</li> <li>• Manage Due Diligence &amp; Business alliance before onboarding proposal.</li> <li>• Manage end to end partner relations including pitching negotiation, contacting, execution of agreement, internal approvals, integration, testing &amp; go-live.</li> <li>• Collaborate with internal teams such as operations, product, technology, Risk, finance to ensure successful execution of partnership onboarding.</li> <li>• Develop &amp; maintain Key Performance Indicators (KPIs) to measure the success of partnership initiatives.</li> <li>• Provide regular reporting &amp; analysis to seniors.</li> <li>• Achieving Annual operations plans on business numbers &amp; portfolio performance.</li> <li>• BAU management as per business &amp; compliance.</li> </ul>