**Partnerships Manager**

**Location:** Limassol, Cyprus.

**Overview**

This well-established and ambitious globally-regulated (including CySEC) Australian CFD and forex broker is expanding globally and is currently looking to recruit a full-time Partnerships Manager for employment in its Limassol office.

This is a great opportunity to work in a varied role and be overseen by and mentored by a team of industry professionals with years of industry experience. The company offers continuous personal development and a dynamic working environment.

**Role & Job Description:**

An exciting opportunity to join an established but ambitious and rapidly-growing company and establish and execute strategies aimed at the expansion of the group’s online affiliates and Introducing Brokers (IB) programmes.

* Develop the affiliate marketing and IB strategy with the aim of recruiting new affiliate partners and delivering high sales volume.
* Takes ownership of the Partnerships programme P&L and ROI.
* Structure and negotiate the terms of each deal (rates & payment schedule).
* Optimize all aspects of the Partners program through new and established networks.
* Manage partnership relations, communication and recruitment, maximising customer acquisition.
* Enforce prudent approach to the regulatory framework as per the company policies, ethos and ethics in the light of the developments in this dynamic sector.
* Optimise and develop the use of the FP Markets own proprietary affiliate and IB portals.
* Initiates, drives and structures initiatives, incentives and bonuses that enhance affiliate productivity, create new growth opportunities and increase ROI.
* Maintain direct contact with affiliates and IBs, ensuring excellent service standards.
* Manage, monitor and analyze affiliates and IBs on a daily basis to optimize affiliate activities, ROI and aggressively drive sales and program efficiency.
* Run well-conceived marketing tests to help optimize affiliate and IB sales and retention.
* Provide solutions and assistance to affiliates and IBs to motivate them to provide maximum exposure and revenues.
* Work closely within marketing to implement marketing campaigns targeted at attracting new affiliates and campaigns to improve retention.
* Deliver affiliate marketing reports to senior management.
* Ensure timely and accurate invoicing by agencies, IBs and affiliates.
* Travel to affiliate conferences and events where required.

**Requirements:**

* Knowledge of international affiliates/IB/partnerships markets preferred but not essential.
* Driven and results-orientated.
* Computer literacy with excellent working knowledge of Microsoft Office applications

• A team player with excellent communication skills

**Benefits:**

* Competitive remuneration package and Health Insurance following probation period.

**Interested candidates should send their CV and cover letter to** [careers@fpmarkets.com](mailto:careers@fpmarkets.com)