

Job Title: Partnership Management Officer

Reports To: Head, Dhani Operating Team

Job Objectives:

- Acquisition of partners
- Manage partner interactions
- Serve as the interface between providers and the operational team
- Manage the relationship between the AXA Mansard services and DHANI operational team

Key Responsibilities and Accountabilities

- Engage prospective partners for acquisition
- Review partnerships to identify opportunities for growth
- Onboard new partners onto the Dhani Platform
- Be an intermediary between partners and the Dhani Operational Team
- Create and implement partnership development plans
- Review data and trading information to make recommendations on growing sales and renegotiating expiring contracts
- Manage a variety of internal and external stakeholders
- Ensure the relationships are managed in line with AXA Mansard core values
- Implement changes to maximize the potential of the relationship
- Manage the 360 relationships between the partners and our business in a way that enhances the power of our brand in the market place

Job Description Partnership Management

- Manage partner interactions
- Serve as the interface between providers and the operational team
- Manage the relationship between the AXA Mansard services and DHANI operational team

Required Skills and Competencies

- Customer-focused, analytical, and have strong verbal and written communication skills
- Administration, Customer service & Sales experience
- Must be a high energy and self-motivated person
- High proficiency in use of IT and technology
- Excellent interpersonal and team building skills
- Excellent presentation and facilitation skills

Qualification

- Relevant degree in any course from a reputable university
- 2 to 5years' proven experience in business development/direct sales experience