qmetric | HR & Career Solutions is currently recruiting, on behalf of **Welcome**, the position of

Partnerships Manager
(Job opening ID: PM2)

The company

Welcome is redefining the way people travel by offering the most personalized and complete experience. From the moment its customers step outside the airplane till they get back home, Welcome provides them with the warmest, most informative and friendliest transfer from and to the airport, equips them with all the necessary products they will need during their trip, as well as stands by them for any information or product they need for the duration of their stay, through their mobile application.

Welcome's product is a global first and sky's the limit! Although it is a young company, Welcome has already welcomed thousands of travelers and received **raving reviews** for the quality of their service.

With technology and operational excellence as their weapons of choice, Welcome is on a mission to expand its model globally as soon as possible. Their aim is to become the best-loved choice when it comes to a traveler's in-destination requests. The only limit is the sky!

About the role

Your role as a Partnerships Manager will be to help us achieve Welcome's mission by identifying potential partners and working with them to forge mutually beneficial partnerships. Apart from closing as many deals as possible in Greece, you will be responsible for the set-up of a replication strategy aiming at new locations and types of partners. Amongst others, your main responsibilities will be to:

- Close new partnerships with Hotels for Welcome's tailored Hotel Program
- Close new partnerships with other partners who can have a great impact for the company's growth
- Understand and improve the process of closing a new deal, by leveraging your deep knowledge on the subject and by learning from iterating through it
- Suggest product updates for each partner type, based on feedback from existing and future partners
- Prepare sales material, briefs and data that visualize the benefits for our partners and help them make faster decisions
- Lead meetings and gather insights
- Keep a thorough record of the process with each partnership candidate
- Draft key contract terms in partner arrangements and negotiate the best possible deals
- Outline the replication strategy for new locations, for every type of partner.

About you

You are a proactive deal-closer, with a keen interest in turning cold leads to successful partnerships. You have experience in the field of Sales/Business Development and a track record to showcase it. Finally, you should be overly-analytical and results-oriented, with a strong preference to talk numbers.

Our client is looking for:

- Proven experience in a Sales/Business Development role
- Experience in the travel industry will be considered a plus
- Ability to read every situation and understand what motivates others
- Ability to quickly learn and, if necessary, improve the sales process, as well as adapt it to different partner profiles
- Strong, persuasive and accurate communication skills – both written and verbal, in Greek and English
- Confidence in meeting with C- Level executives, high-level managers and strongly opinionated fellows, and transforming them to Welcome advocates.

Our client offers

- Competitive salary
- Flexible work schedule
- An amazing workspace, filled with energetic and hardworking people
- The tools you need to successfully perform your daily tasks

Interested?

If we got you excited and you think you have what it takes to join a young, well-funded and fast growing startup, then just click **here** in order to submit your application!

The selection process

qmetric applies a demanding selection process, in order to ensure its fairness. Shortlisted candidates will be assessed with the use of Competency Based Interviews (CBI), personality and work sample tests. All the shortlisted candidates will also have access to personalized feedback, regarding their performance during the selection process.

Our company treats each application with strict confidence