



Become Head of Partnership Solutions (All Gender)
Our Product Management Team in Hamburg is waiting for you.

We believe in standing behind your team will make you stand out. Sounds good? Then you are just right with us.

Our promise

We help people move forward every day. We encourage you to develop your own ideas and offer an open company culture where everyone respects each other irrespective of hierarchy. You'll meet a variety of different people, living our values all day every day to do the best we can with integrity and excellence for our customers and stakeholders. Join our team for a diverse working experience and bring your personal contribution to our brand.

Your Part

- You drive the B2B2C Partnerships Team in a customer-centric way across critical steps – including: new partner acquisition, relationship management for existing partnerships, P&L responsibility, cross-functional engagement, resource planning and governance alignment
- You also define and execute the B2B2C Partnership strategy with a particular focus that the solution range holistically meets customer and partner demand
- You build relationships with potential strategic partners and leads negotiations from initial contact to contract stage
- You also deliver and maintain market leading B2B2C solutions (e-commerce financing, co-branding, etc.) that do satisfy customer and partner needs equally as deliver commercial value to BC Germany. Ensure PBT targets are being hit in a balance of customer, company and market lens
- You need to act as a thought leader and create wide influence on the organization to secure support for plans to achieve the above mentioned
- You create a high performing team and raise the bar in terms of performance, ensure talent is being effectively developed and performance across the entire team is effectively being managed
- You inspire other with their genuine belief in Barclays goals and values

What you're made of

- MBA in economics with significant experience at management level in B2B2C payment and lending business taking company. Excellent knowledge of the e-commerce payment and POS financing industry.
- Proven experience to acquire, set up and manage high performing and long term Partnerships with leading partner companies
- In-depth understanding of payments, cards and financing economics and dynamics. Experienced practitioner in value based management techniques
- Capable to set ambitious business strategies, excellent communication and presentation skills to be able to influence senior stakeholders up to board level as well as staff on working level

About us

We're not an average bank. We're Barclaycard: modern, diverse and digitally minded. As one of the country's leading credit institutions, we have over 700 employees based in Hamburg. For the past 25 years, we have been offering our customers flexible payment options and helpful financing solutions that have resulted in over 1 million customers.

Interested? Perfect

Send us your application with your resume and a cover letter with your salary expectations and earliest starting date to karriereaussichten@barclaycard.de, quoting reference 33/2020.