



Become **Senior Partnership Manager (All Gender)**
Our Commercial Team in Hamburg is waiting for you.

We believe your interests to be equally important as the ones of your team. This is why you can achieve even more with us. 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

Strategy development, product development and evaluation of new business opportunities

- Develops and drives the strategy for prospective strategic partners and aligns the strategy across functions up to senior management and on international level
- Ensures that market developments and the changing environment are appropriately reflected in the strategy for prospective strategic partners
- Develops and drives new 'payment & lending'-solutions needed by prospective strategic partners or required by market which support Barclaycard's 'Go-to Market'-proposition in close collaboration with Partner Product Managers
- Leverages international experience into German market where appropriate

Acquisition of new strategic partners

- Builds relationships with organisations or other "door-openers" that make introductions to prospective strategic partners (e.g. card schemes, management consultancy, participation in trade fairs or congresses related to strategic important areas of business)
- Proactively identifies and builds relationships to prospective strategic partners that are suitable to implement Barclaycard products or features
- Leads negotiations with prospective strategic partners from initial contact to contract stage and where appropriate in close collaboration with senior management level

Existing strategic partner management

- Leads all aspects of strategic partner development from tactical planning (e.g. marketing / sales activities) to annual planning up to strategy development to achieve sales and revenue targets
- Manages and leads other partner and product managers in the management of existing strategic partners
- P&L responsibility for existing partnerships and commercial performance of partner product portfolio/ accounts
- Identifies commercial opportunities, growth drivers and potential risks (e.g. credit risk, fraud risk, finance risk) in connection with existing strategic partnerships
- Ensures alignment with internal stakeholders across Barclaycard to ensure strategic partner initiatives will be approved

What you're made of

- Significant experience in B2B2C business taking company
- Product Management competencies and know-how
- Ideally in-depth understanding of payments, cards and financing economics and dynamics
- Experiences in management of loyalty programs and/or partnerships with Travel & Entertainment or E-Commerce companies
- Proven experience to acquire set up and manage high performing and long-term partnerships with leading partner companies
- Deep understanding of commercial Key Value Drivers (KVDs) and consumer behaviour drivers
- Ability to translate strategy into actions
- Excellent communication and presentation skills to be able to influence stakeholders on all levels – internally & externally as well as skills in managing (sub-)projects with cross functional teams
- Capable of building personal relationships and trust and maintain those over time
- Capable to sell ideas on multiple levels of an organisation, both internally and externally
- Understanding for different cultural backgrounds
- Experienced in working in international teams
- Fluent in German and English (both verbally and written)

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 karrieraussichten@barclaycard.de, quoting reference 119/2020.