



## Become 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

- You are the "single point of contact" for existing partners and bear accountability for partner-related topics and projects to deliver "best-in-class" customer solutions
- Drive the partnership strategy, manage the pipeline of partnership targets, build relationship to potential partners and lead the negotiations with partner prospects
- Lead all aspects of strategic partners development from planning (e.g. marketing/sales activities), to strategic development
- P&L responsibility for the existing partnerships

### What you're made of

- Significant experience in B2B2C business taking company
- Excellent knowledge of the e-commerce 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
- Excellent communication and presentation skills to be able to influence stakeholders and skills in managing (sub-)projects with cross functional teams

## 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](mailto:karriereaussichten@barclaycard.de), quoting reference 71/2020.