

**Role: Partnership Manager (Schools and Corporate Organizations)**

**Industry:** Trading and Manufacturing

**Location:** Gbagada, Lagos State.

**Employment Type & Work Mode:** Full Time /Onsite

**Report To:** Head, Brands and Marketing  
Customers, External stakeholders

**Supervises:** NA

**Relationship:** Retail,

### Overview

The Partnership Manager will fill a strategic role focused on developing and managing relationships as well as initiatives with key partners in the school ecosystem and corporate organisations to enhance business growth, product offerings, and customer satisfaction through collaborative and mutually beneficial partnerships.

This is a critical role within the organisation. You must be an experienced partnerships executive with a track record of leading viable partnerships end-to-end, strong business, negotiation skills, product acumen, the ability to work effectively cross-functionally internally and externally, strong communication and interpersonal skills, and a desire to drive significant traction within the organisation.

### Key Responsibilities:

- Develop and implement strategic plans to secure new partnerships opportunities.
- Create and update general and specific presentation documents, SLAs and other relevant documents as needed.
- Manage the relationships with our current strategic partners by collaboration, partnership engagements to achieve set goals.
- Generate and manage engagement with potential priority industry partnerships based on companywide revenue and marketing strategy.

### Qualifications:

- At least 3-5 years' experience in business development, partnership management and proposal development (essential)
- Bachelor's degree in a related field; an MBA is a plus.
- Excellent presentation and facilitation skills.

### Key Performance Indicators (KPIs):

#### Partner Retention:

- Maintain a partner retention rate of at least 80% annually.
- Expand collaboration with existing partners, resulting in 100% growth in

<ul style="list-style-type: none"> <li>Proactively own the entire process including negotiating partnership agreements, finding the right partners, rallying internal teams behind the vision, closing, launching and onboarding new partners.</li> </ul> <p><b>Collaboration:</b></p> <ul style="list-style-type: none"> <li>Closely coordinate with the marketing team, sales department (Corporate + Retail), internal control department and other operation departments for the efficient implementation of partnership contracts</li> <li>Collaborate with internal teams to integrate partnerships into overall business strategy.</li> </ul> <p><b>Onboarding:</b></p> <ul style="list-style-type: none"> <li>Upon signing partnership contracts ensure professional deployment is achieved internally and externally; develop key baseline materials such as guidelines, SOPs, templates and checklists for partnerships; ensure internal dissemination and training online and offline to all necessary SKLD and Partner staff.</li> </ul> <p><b>Reporting:</b></p> <ul style="list-style-type: none"> <li>Monitor and evaluate partnership performance metrics for key decision making, track that partnership KPIs are being met and adjust strategies where necessary.</li> <li>Send seasonal reports to partners upon request.</li> </ul>	<ul style="list-style-type: none"> <li>Exceptional communication and interpersonal skills.</li> <li>Proficiency in MS Office and operational software.</li> </ul> <p><b>Ideal Candidate:</b></p> <ul style="list-style-type: none"> <li>Will have extensive networks in the Nigerian School system as well corporate organisations.</li> <li>Will be a partnership specialist with a high level of interpersonal skills and a goal focussed mindset.</li> <li>Will be a self-starter.</li> <li>Will possess a proven track record in partnership development, business growth and project delivery.</li> <li>Will have great proposal development and presentation skills.</li> <li>Has the ability to make thoughtful, data-driven decisions and achieve strategic goals in a fast-paced environment.</li> <li>Possesses excellent problem solving, analytical,</li> </ul>	<p>mutual business initiatives.</p> <p><b>Revenue Growth:</b></p> <ul style="list-style-type: none"> <li>Ensure partnerships contribute to at least 10% of the overall company revenue</li> </ul> <p><b>Onboarding Efficiency:</b></p> <ul style="list-style-type: none"> <li>Develop and implement a scalable partner onboarding program with a 85% success rate within the first 6 months.</li> <li>Reduce partner onboarding time by 50% compared to previous periods.</li> </ul>
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	<p>communication and organisational skills.</p> <ul style="list-style-type: none"><li>• Demonstrated ability to think both strategically and tactically, to influence across internal and external levels, and to ensure flawless execution and strong understanding of business partnership development.</li></ul>	
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