



**Supporting
Solicitors**



STRATEGIC PARTNERSHIP MANAGER

Job purpose

The Partnership Manager creates new business opportunities in the form of approved partners covering business and lifestyle partner types. Accountable for a new business target and for retention and upsell of ongoing revenue streams, acting as partner/account manager and dealing with renewals and up-sell opportunities. This role reports into Head of Partnership & Sponsorship.

Key Accountabilities:

- This is a sales target carrying role
- Develop and grow opportunity pipeline through engagement with prospective new business partners
- Developing and executing overarching business development strategy to support commercial objectives
- Support the negotiation of key sponsorships from proposal writing to contract signature
- Accountable for new business development initiatives, building business cases and proposals, pitching and negotiating high-value contracts
- Account Managing the existing portfolio identifying new areas to drive revenue and maintain partner satisfaction and year on year growth
- Run the tender process where appropriate for selection of specific partners
- Keeping up to date with relevant legal and sector trends. Acting as partners' advocate within The Law Society
- Take advantage of Internal and external networking opportunities.
- Work with Regional managers to maximise effectiveness of brand across UK



The Law Society

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Knowledge, Skills & Experience

Essential

- Experience of developing, growing and maintaining key accounts.
- Proven and successful track record in a senior level business development role.
- Experience of creating strategic development opportunities across new and existing clients.
- Self-starter with high energy and initiative - able to manage relationships across the organisation
- Entrepreneurial, energetic, enthusiastic, customer-focused, highly articulate and able to work in a fast-paced organisation
- Strategic, commercial, tenacious
- Demonstrated ability to persuade senior level executives up to C- level
- Experienced in influencing other business departments to deliver in partnership with them
- An excellent communicator and influencer
- Demonstrable experience of complex client and partner negotiations

Desirable

- Entrepreneurial, energetic, enthusiastic, customer-focused, highly articulate and able to work in a fast-paced organisation
- Strategic, commercial and pragmatic, with drive, enthusiasm and determination
- Proven and successful track record in a senior business development role.
- Demonstrable experience in sponsorship/marketing - have managed high profile partnerships and budgets
- Ability to speak to both tactical and strategic client-side decision makers, demonstrated ability to persuade senior level executives up to board level
- Self-starter with high energy and initiative
- Strong motivator and experienced in influencing other business departments to deliver
- A strong understanding of marketing and communications approaches and delivery and the impact on commercial relationships and results
- Demonstrable experience of complex client and partner negotiations