

LINK is Europe's leading provider within mobile communications, specializing in mobile messaging services and mobile solutions. LINK offers a wide range of scalable services and solutions across industries and sectors due to a growing demand for digital convergence between businesses and customers, platforms, and users. LINK have the headquartered in Oslo/Norway and fully owned by private equity company ABRY located in Boston, US. LINK continues to experience strong organic growth with a high degree of recurring revenue, as customers tend to move more business activities onto the mobile platforms. In 2019, LINK had a total turnover of 3.1 billion NOK with offices in 18 different countries.

@LINK we live by three core values that drive our business and people: Innovative, Trustworthy and Committed.

When working @LINK you appreciate diversity, cross-border collaboration and solving complex challenges in a high growth environment. Our people are knowledgeable, curious, and agile team players who strive to consistently deliver the best mobile communication solutions for our Enterprise customers and Partners.

Partner Manager

Position overview

As Partner Manager you will contribute to strengthen LINK's position as CPaaS provider by executing our new Partner strategy, developing both existing and new partnerships.

Partner Manager will support partners to become a better provider to their customers and strengthen their offer towards competitors. You always have our Partner and their customers success in mind. Partner Manager are responsible to identify exciting new partnerships, negotiate new agreements, and ensure prosperity for all our Partners and coordinate activities such as partner events, sales- and marketing campaigns.

Responsibilities:

- **Execute:** Research partners, identify key players and generate attention and interest. Interpret their needs and manage workstreams to achieve your targets and deadlines.
- **Expand:** You will be responsible for launching new products and channels through LINKs CPaaS solutions and onboard new Partners into the company seamlessly.
- **Communicate:** Listen attentively to partners needs to actively seek opportunities to align partner goals with LINKs active initiatives.
- **Structure** Identify and source partnership opportunities, negotiate and finalize deals in accordance with LINKs guidelines and policies. Structure is key to manage relationships, tasks, goals, and time.
- **Coordinate:** Set direction and drive performance. Forecast, measure, and report the results internally and externally. Work with executive sponsors to design and execute a success plan for each partner.
- **Support:** Deliver a great experience to our partners when working with our organization - you will represent our brand and be our partners voice internally.

Your Experience and Qualifications:

- At least 3+ years' experience of partner management in the fintech, CRM or SaaS space.
- Bachelor's in business or similar is preferred.
- Fluent English in speech and writing (English is our company language)
- A track record of managing high-impact partnerships with significant internal and external dependencies
- Experience developing and managing external relationships with senior leaders
- Strong commercial and product instincts and the ability to prioritize and guide cross-functional teams through challenging demands and complex environments

Preferred Experience:

- We are looking for a Partner Manager with a strong background in digital
- Prior experience of Salesforce
- Well oriented in Office 365

Our Perfect Match:

- Appreciate a systematic, process-driven approach to partners and relationship management
- Use to, and enjoy long sales cycles and to perform through others
- Proactive, responsive, and always with a "no problem" attitude
- Commercial focused and the ability to understand the value chain and business of our partners
- Excellent communication and networking skills to collaborate effectively with teammates in commercial, creative, operations, support and engineering
- Strategic thinker with great organizational and time management skills
- Integrity and courage to speak up when required, - while keeping calm in demanding situations
- Collaborate effectively with teammates in growth, creative, operations, engineering, and commercial to raise the bar in executing all our partnerships.

Every employee is an important member of the LINK Family. We do not accept any discrimination, whether active or by means of passive support, whether based on ethnicity, national origin, religion, disability, gender, sexual orientation, marital or parental status, union membership, political views, age or any other characteristic that results in compromising the principle of equality. LINK Mobility regards diversity as a lever for profitability.