

Australia Jobs Expertini®

Strategic Partnerships Manager

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Company: BeInCrypto

Location: Australia

Category: other-general

You will have the opportunity to:

Drive forward our highest valued strategic partnerships with large-cap public companies to over-achieve business outcomes for both the partner and Immutable

Provide subject matter expertise and consultation to build deep relationships with the most senior stakeholders

Create innovative, first of their kind, acceleration models that support Immutable strategic initiatives across multiple business lines

Understand and be able to identify trends and opportunities in the web3 gaming landscape

In addition to strong partner relationships, also build strong internal ones and communicate key customer insights

We would love you to have:

5+ years in a consultative partner-facing role within a technology-first business, such as Sales, Account Management, Strategic Partnerships, Business Development etc., in a B2B environment.

3+ years in a software or platform partnerships role (can be part of the 5+ years above).

SaaS, platform, and software experience are a must

Experience working with complex, strategic tech partnerships. Knows how to drive change and execution within partner organizations to reach a successful outcome

Understand how to navigate complex, sometimes opaque org structures and will influence decision-making at the highest levels within partners and customers

Outstanding internal communicator. Ensuring the entire business has input with your projects and doing so as a self-starter, doggedly

#J-18808-Ljbffr

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