

Job Description - Manager - Alliances and Partnerships

Company Profile

Smartworks is India's largest agile workspace, with a footprint of 2 million sq. ft. across 20 locations in 9 cities catering to more than 300 organizations across large enterprises, SME's, unicorn startups.

Founded in April 2016, Smartworks is reinventing enterprise workspace to become the best agile workspace experience provider across the globe.

Job brief

We are looking for a creative powerhouse with a proven marketing and business development background to join as a Partnership and Alliance Manager at our central office in Gurugram.

Responsibilities include:

- Prospecting and onboarding potential partnerships to enhance client experience and generate supplementary revenue
- Manage relationships with customers and vendors
- Working with cross functional teams to increase adoption through targeted outreach
- Synthesizing reports of business metrics

Desired Skills and Experience:

- Strategic thinkers with amiable personality
- Analytical thinking
- Positive outlook, and expert communication skills
- Organizational skills and the ability to thrive in a fast-paced environment