



JUSTACCOUNTS

Job Title: **Partnerships Manager**
Location: **TBC**
Department: **TBC**

Purpose of the Role

JustAccounts produce bespoke contractor accounting software, spanning across multiple different platforms including Umbrella.

The purpose of the *Partnerships Manager* role at JustAccounts, is to deliver revenue and user growth by proactively managing relationships with our existing commercial and integration partners, evaluating and nurturing new partnership opportunities and opening dialogue and engaging with specific partners who would be suitable to support our current and expanded proposition.

The *Partnerships Manager* would liaise with the relevant functions across JustAccounts in support of these relationships.

Supported by our Communications team, they would collaboratively agree and deliver content and activities in support of our key partner relationships.

They would represent JustAccounts at industry events, and support other outbound initiatives, activities and campaigns.

Key Responsibilities

- Direct management of JustAccounts relationship with our key commercial partners
- Identification and sourcing of new partner relationships in support of our existing and prospective commercial propositions
- Engaging with potential inbound integration and partnership enquiries and evaluating their value to the business and utility to our customers
- Contribute to definition and management of JustAccounts overall partner engagement strategy
- Regular reporting on progress and expected outcomes from key partner relationships
- Participation in the identification and design of proposition evaluation and design activities

- Close liaison with Communications team to define, agree and deliver content and activities in support of our key partner relationships
- Effective feedback to relevant JustAccounts functions of issues or obstacles
- Representing JustAccounts at industry and other events, and with media enquiries where required
- Support the CD in other areas as required

Requirements / Skills / Knowledge and Experience

- Experience in a senior relationship or partner management role
- Experience of the SaaS industry and accounting software in particular
- Strong sector and industry knowledge across all JustAccounts channels to support the identification and prioritisation of strategic commercial opportunities and partnerships
- High level of understanding of the general UK small business market, the challenges these businesses face, and the opportunities afforded through evolution and change in adjacent industries such as banking and FinTech
- Excellent relationship building and networking skills
- Strong appreciation of the competitive landscape JustAccounts inhabits

Person specification/ Effectiveness/ Behaviours

- Exceptional written, oral, interpersonal and presentation skills, with the ability to effectively interact with senior management, colleagues, partners and customers
- Possessing of a commercial mindset
- Collaborative, supportive, independent & rigorous in approach
- Able to effectively and proactively manage competing priorities, deadlines and workloads

Company Values

JustAccounts provide an environment for every team member to take control of their own role and make it their own. We find empowering people in this way produces the best results and a happy work force with great tenure.

We like to enjoy our success, but our main focus will always be on the satisfaction and happiness of our customers and partners.

If you are interested or would like more information, please email kilian@justaccounts.com