

Partnership Development Executive

We are seeking a dynamic and experienced Partnership Development Executive to join our team. This is an exciting role at Mazuma within a growing department. The role will be primarily developing new relationships with other fast-growing, commercially-minded firms to create mutually beneficial referral partnerships.

The ideal candidate will have the ability to quickly understand the type of small businesses we service and perform targeted and consistent outreach to companies in other sectors who have a similar audience.

This role will report to our Commercial Partnerships Manager, and work closely with our Sales, Marketing, and wider Commercial team to drive successful outcomes. This role will be responsible for acquiring new business from partner firms that will directly contribute to the 5x revenue growth of the company over the next 3 years.

Key Responsibilities:

- Develop and implement tactics to identify and engage with good-fit commercial partners.
- Think strategically about new market sectors to target. Develop and maintain a strong personal network to build strong relationships with directors and decision makers in partner firms.
- Understand and effectively communicate the value proposition of introducing the Mazuma offering to the target audience.
- Drive and manage negotiations and deal closures with partner firms.
- Monitor and report on partnership performance and client satisfaction.
- Foster a culture of innovation and continuous improvement in the partnership process.

Key Attributes:

- Proven experience and extended track record of results in accounting or a similar industry, preferably in a client-facing sales or partnerships role.
- Strong understanding of the professional services industry and a high level of professionalism
- Excellent communication, negotiation, and interpersonal skills.
- Ability to work autonomously and willingness to take a hands-on approach.
- Tactical thinker with strong problem-solving capabilities.

What We Offer:

- A competitive salary and benefits package.
- Opportunities for professional growth and advancement.
- A dynamic and supportive work environment.
- Autonomy and the chance to make a significant impact in a growing company.

Please apply to Rae Allen at hr@mazumamoney.co.uk