

## Partnerships Director

### Description

About Airalo Alo! Airalo is the world's first eSIM store that helps people connect in over 200+ countries and regions across the globe. We are building the next digital service that revolutionizes the telecom industry. We are a travel-tech company and an equal-opportunity environment that values and executes diversity, inclusion, and equity. Our team is spread across 50+ countries and six continents. What glues us together is our commitment to changing the way you connect. About you We hope that you care deeply about the quality of your work, the intrinsic worth of tasks, and the success of your team. You are self-disciplined and do not require micromanagement in terms of your skillset and work ethic. You do your best to flourish as an individual every day while working hard to foster a collaborative team environment. You believe in the importance of being authentic and staying authentic, honest, positive, and kind. You are a good interlocutor with clear and concise communication. You are able to manage multiple projects, have an analytical mind, pay keen attention to detail, and love to get your hands dirty. You are cognizant, tolerant, and welcoming of vulnerabilities and cultural differences.

**About the Role** Position: Full-time / Employee Location: Remote-first Benefits: Health Insurance, work-from-anywhere stipend, annual wellness & learning credits, annual all-expenses-paid company retreat in a gorgeous destination & other benefits We are looking for a seasoned Partnerships leader to join the Airalo Partnerships department. The undisputed industry leader in the B2C segment in the eSIM industry, we are now looking to expand our presence in the B2B2C and B2B space to bring the eSIM revolution to adjacent industries. As the Director of Partnerships for Europe & CIS, you will lead Airalo's partnership efforts across our four key Partnerships streams – Strategic Partnerships, Affiliate Marketing, Channel Sales and Corporate Sales for Europe & CIS.

**Responsibilities** include but are not limited to:

- Work closely with the VP of Partnerships and other team members in the department
- Build, lead and groom a team of Partnerships Managers, further supported by in-country teams for Affiliate Marketing, Channel Sales and Corporate Sales for key countries within Europe & CIS
- Be a core member of the Partnerships Leadership Team that shapes Airalo's global Partnerships strategy
- Shape the future of Airalo's Partnerships products by working closely with the Partner Experience Product and Engineering teams
- Find, identify, prospect and lead negotiations with large strategic partners within Europe & CIS
- Maintain relationships with key partners to drive partner profitability and grow the B2B/B2B2C partnerships contribution to the business
- Refine the Airalo Partnerships roadmap to anticipate and fulfill partner needs, thereby maintaining Airalo's status as the preferred provider across industry partners in Europe & CIS
- Collaborate and work with different internal and external stakeholders to develop and execute joint projects/opportunities
- Define and improve SOPs for the Partnerships department to streamline operations and improve efficiency across workflows
- Represent Airalo at leading industry events and conferences across Europe & CIS
- Own the Airalo Partnerships OKRs for Europe & CIS

**Must-haves:** 10+ years of experience in partnerships, sales, account management or business development in a high-growth B2B and/or B2B2C environment 5+ years of prior experience building and managing high performance teams Partner-first mentality and a genuine passion to help your stakeholders succeed while creating a win-win relationships Ability to narrate a good story – Airalo's unique story and the problem we solve for our users makes it a compelling partnership proposition Ability to employ, and teach to your team, various sales techniques, including effective questioning, objection handling, consultative selling, and solution selling Ability to develop thought leadership skills and build trust with key stakeholders – internally and externally Ability to multi-task in a complex & matrix environment Experience with

### Hiring organization

Airalo

### Job Location

Remote

### Base Salary

\$ 50000 - \$ 105000

### Date posted

June 11, 2024

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sales and partnerships tools  
Perfect verbal and written communication skills in English  
Good to have: Familiarity with the travel industry  
Prior work experience in a travel tech or telecom company  
Graduate degree in a related field  
Verbal and written ability in relevant, additional languages  
If you are interested in this position, please apply via the link.  
We sincerely thank all applicants in advance for submitting their interest in this opportunity with Airalo. Please mention the word **\*\*COHERE\*\*** and tag `RNTQuMTkwLjE5NC4xMTM=` when applying to show you read the job post completely (`#RNTQuMTkwLjE5NC4xMTM=`). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

## **Contacts**

Job listing via RemoteOK.com