



Head of Strategic Partnerships - London

Would you like to hold a significant role within a dynamic team of enthusiastic professionals delivering SEPA payment solutions for tier one banks within the debtor and creditor space?

Sentenial is a forerunner for SEPA (Single Euro Payments Area) solutions, with clients ranging from SMEs to large global banks using our Direct Debit facilities, we've built a reputation for best in class products, accurate and efficient delivery, and excellent customer service. Sentenial is an ambitious, dynamic and fast-growing company and are currently seeking to recruit a hard working, driven, self motivated Head of Strategic Partnerships who is keen for an opportunity to make a difference.

The role involves:

- Defining, developing and implementing a market leading partnership strategy.
- Initiating, structuring, and negotiating high impact strategic partnerships.
- Developing senior relationships with key decision makers within each prospect and implementing informed and appropriate conversion activity to generate and maintain a strong pipeline of new business.
- Increasing the breadth and relationships with Business Partners within a number of regions face to face.
- Creating and executing revenues strategies, account planning and business processes for key accounts.
- Developing structured market feed-back to Product Organization.
- Developing strategic business plans for each account with clearly defined ROI actions.
- Regular travel to customer sites.

Candidate Requirements:

- A minimum of 6 years experience in a similar role.
- Ability to up-sell and cross-sell.
- A proven ability in building relationships and identifying and working with Key Decision makers.
- Excellent communication and organisational skills.
- Sales driven, result orientated and customer focused.
- Previous partnership management experience.
- Confident making cold calls and chasing leads.
- A self starter needing low level management time that will be consistently proactive in the role of developing new and existing business and perform day to day responsibilities.
- Understands the market issues and trends affecting consumer buying trends.
- A demonstrated ability to influence and communicate cross-functionally and externally.
- An ability to thrive in a fast-paced, fluid, and collaborative environment.

- A successful track record in developing and converting prospective partners in to profitable new business wins.
- Comprehensive computer skills including PowerPoint, word processing, and spreadsheet analysis.
- Fluency in French and/ or Dutch would be a distinct advantage.

Desirable:

- SEPA knowledge and experience.
- Fluency in additional European languages would also be an advantage.

To apply please quote Head of Strategic Partnerships Position and send a CV / cover letter to careers@sentenial.com

No assistance required from agencies at this time. Thank you.