



Senior Manager/Manager, Solutions & Partnership (Private Sector)

Job Purpose:

The job purpose of Senior Manager/Manager, Solution & Partnership revolves around developing and managing strategic partnerships, collaborations, and business ventures to drive growth, innovation, and mutually beneficial outcomes for the organization for Private and Government sectors. The Senior Manager/Manager, Solutions & Partnership plays a crucial role in fostering collaboration, driving innovation, and expanding the organization's reach and impact through strategic partnerships and business ventures. The success of this role contributes significantly to the organization's growth and sustainability in a dynamic business environment.

Key Responsibilities:

1. Strategic Partnership Development:
 - Identify and evaluate potential strategic partners that align with the organization's goals and objectives. Develop a strategic partnership roadmap based on the organization's growth strategy.
2. Negotiation and Deal Structuring:
 - Lead negotiations with potential partners and structure deals that align with the organization's interests. Collaborate with legal and finance teams to finalize contractual agreements.
3. Relationship Building:
 - Cultivate and maintain strong relationships with existing and potential partners. Serve as the primary point of contact for partners, addressing their needs and concerns.
4. Cross-Functional Collaboration:
 - Collaborate with cross-functional teams, including marketing, sales, product development, and legal, to ensure successful implementation and integration of partnerships.

5. Risk Management:

- Assess and manage risks associated with partnerships and ventures, developing strategies to mitigate potential negative impacts.

6. Due Diligence:

- Conduct due diligence processes for potential partners and ventures, evaluating financial, legal, and operational aspects.

7. Innovation and Growth Strategy:

- Contribute to the development of the organization's innovation and growth strategy through strategic partnerships and ventures.

8. Crisis Management:

- Develop contingency plans for potential crises or challenges that may arise in the context of partnerships and ventures.

9. Risk Management:

- Identify and assess potential risks associated with partnerships and ventures and develop strategies to mitigate these risks. Regularly monitor the performance of partnerships and ventures, providing timely reports on key performance indicators and addressing any issues that may arise.

10. Stakeholder Management:

- Collaborate with internal teams, including finance, legal, marketing, and operations, to ensure effective coordination and alignment with partnership and venture goals. Communicate with external stakeholders mainly in the private sector, such as investors, partners, and regulatory bodies, to ensure transparency and compliance.

Send your resume to sany.yahaya@myid.my and cc hr@myid.my