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| **PART 1: ROLE DESCRIPTION** |

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| ROLE TITLE: Senior Partnerships Manager (Utilities & Telco) | |
| REPORTING TO: Head of Commercial & Performance | DIRECT REPORTS: 1 |
| DEPT/SECTION: Commercial & Performance | TEAM SIZE TOTAL: 8 |
| **OVERALL PURPOSE OF ROLE:**  This role sits within the Commercial team, working closely with the Head of Commercial & Performance to set and execute a 12-month strategy to grow key strategic verticals and drive revenue growth across MSE as a whole. There will be heavy focus on managing relationships within the **energy** and **telecommunications (specifically broadband & mobile)** industries, and working closely with affiliate networks, direct providers and colleagues in the MoneySupermarket Group. This is a great opportunity to work with a powerful brand that drives innovation and disruption in the market.  **ABOUT MONEYSAVINGEXPERT.COM:**  MoneySavingExpert.com is one of the UK's largest consumer websites with about 15 million users a month. The site is dedicated to cutting your bills and fighting your corner with journalistic research, cutting-edge tools & a massive community – all focused on finding deals, saving cash & campaigning for financial justice. In 2012 it became part of MoneySupermarket.com but continues to be managed as a separate entity.  At all times we adhere to MSE’s Editorial Code and principles – that means any top deals, best buys, tips or suggestions on the main site are purely down to journalistic research and not commercially influenced. | |
| **MAIN ACTIVITIES/TASKS:**   * Deputising for the Head of Commercial & Performance. * Responsible for the partnership strategy while also acting as a point of contact for the wider group Commercial team. * In collaboration with partners, devise product launch plans for bespoke exclusive promotions which add incremental value. * Devise a strategy to ensure we at MoneySavingExpert.com establish ourselves as becoming world class at sharing insight into user behaviour, market dynamics and product design. This may also involve working with the group insight team to devise the commercial/insight strategy. * Excellent relationship-building skills which allows in-depth understanding of the partners’ business. * Sharing and collating market insight and intelligence about the future direction of key products/verticals as a market expert. * Work closely with internal stakeholders on partners’ feedback to help improve the accuracy and innovation of our own products for users – stakeholders include Editorial, Finance, Legal, group Commercial teams, NPD and Online Performance. * Negotiate contractual and commercial terms with partners on channels to ensure that MSE has competitive commercials in place while maintaining product availability for our users. * Participate in commercial projects working with the Finance team to drive great outcomes for MSE, users and partners. | |
| **ACCOUNTABILTY/RESPONSIBILITY:**   * Driving the partnership strategy with key providers to ensure that we step-change MoneySavingExpert.com partnerships within the financial services, utilities, telecoms and retail industries to provide the best deals for our users and be the best partner for our providers. * Creating personalised commercial strategies and proposition development to ensure we drive differentiated propositions for MoneySavingExpert.com users while driving incremental value to our key partners. * Work closely with Finance and the Online Performance team to develop reports and tracking of activity, and create and test hypothesis, identifying trends, risks and opportunities. * Manage the Commercial Executives to ensure all revenue opportunities are utilised and regular audits of the site are conducted. | |
| **SPECIAL REQUIREMENTS:**   * In addition to the detail in this job description, employees are required to carry out such other duties as may reasonably be required from time to time, up to or at a level consistent with the responsibilities as listed above of the job and in any location with Moneysupermarket.com Financial Group. | |
| **PRIME ROLE LOCATION:** MoneySavingExpert.com Ltd, 19-22 Rathbone Place, London W1T 1HY.  Expected to travel for partner meetings and internal meetings including monthly to our group head office in Ewloe. | |
| **PART 2: ROLE REQUIREMENTS** | |
| **REQUIRED KNOWLEDGE & SKILLS:**  **Essential:**   * Educated to degree level or equivalent vocational training/experience. * Ability to work in an intensive, commercially focused environment. * A strong network within the telco or utilities industries, able to demonstrate thought leadership within the sector(s). * Can work well under pressure and to tight deadlines. * Ability to build relationships with external and internal users with stakeholders at all levels within commercial organisations. * Demonstrates the ability to negotiate commercial terms with external partners. * Excellent written and verbal communication skills. * Strong motivational, analytical and methodical attitude. * Able to adjust to working within a team or on sole projects. * Strong communication skills – the ability to make complex issues understandable and drive buy-in to them. * Ability to work with non-commercial/finance-minded individuals, finding an effective way to collaborate that delivers for all parties. * Proven strength as an influencer/negotiator. * Can-do attitude, self-starter with a high level of initiative. * Experience of delivering and analysing revenue/performance statistics to identify risks and opportunities and make recommendations for how to drive the business forwards. * Excel including basic formulas, look-ups and pivots.   **Desirable:**   * An understanding of price comparison sites. * Experience working in financial services, insurance or retail. * Experience of leading and developing teams. | |