

India's First Skill Builder & Service Provider For
Dispute Resolution to Dispute Prevention For All



**Job Post: Strategic Partnerships Manager at YCM (Location Flexible) [Full-time]:
Apply Now!**

YCM is offering a role of Strategic Partnerships Manager (full-time) and is inviting applications from seasoned professionals.

About YCM

YCM is India's first trainer, network builder and service provider for dispute prevention to dispute resolution for all. We focus on building life skills and provide services for dispute prevention to dispute resolution. YCM enables you with skills to prevent a spark from turning into a raging fire in every domain of your life: professional or personal! We are building a world where no matter what, anyone can say #YouCanResolveIt and better yet #YouCanPreventIt!

About the Job Opportunity

YCM is offering a job role of Strategic Partnerships Manager (full-time). In this role, you will lead our efforts in identifying, developing, and managing strategic partnerships that align with our company's vision and objectives. You will have the opportunity to network with industry leaders, shape company strategy and more.

Roles and Responsibilities

- Identify and prioritize potential strategic partners that complement our company's offerings and goals.
- Develop and execute partnership strategies to establish mutually beneficial relationships.
- Negotiate partnership agreements and contracts, ensuring favorable terms for both parties.
- Collaborate with cross-functional teams to align partnership activities with overall business objectives.
- Monitor and optimize ongoing partnerships to maximize value and impact.
- Stay informed about industry trends and market developments to inform partnership strategies.
- Represent YCM at industry events and conferences to identify potential partners and build relationships.

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Experience and Qualifications

- 1-3 years of experience in strategic partnerships, business development, or a related field.
- Proven track record of successfully developing and managing strategic partnerships.
- Mandatory partnership building experience in education sector (universities), value add if experience in corporate training partnerships
- Strong negotiation, communication, and interpersonal skills.
- Ability to think strategically and creatively to identify partnership opportunities.
- Excellent project management and organizational skills.
- Proficiency in relevant software and tools.

Location: Flexible (Remote)

Who can apply

- Passionate about forging relationships.

Salary and Benefits

- INR 30,000/- per month.
- High incentives for every new partnership

Application Procedure

Email the following to YCM with subject line: Career | Strategic Partnerships Manager at YCM:

- Your CV.
- Cover letter outlining your relevant experience and qualifications for this position.
- 2-minute video on who you are and why you are fit for the role.

Note: Applications are being assessed on a rolling basis. It is highly recommended that you apply as soon as possible to ensure higher chances of selection.