

Partnership Account Manager, Partnership and Third-Party Distribution

Location: Zurich, Switzerland

Start Date: Available immediately or upon agreement

If you are interested in starting a career in a global company, please click [here](#) to submit your application. We accept applications submitted only via our internal recruiting form.

About RepRisk

Founded in 1998 and headquartered in Switzerland, RepRisk is a pioneer in ESG data science that leverages the combination of AI and machine learning with human intelligence to systematically analyze public information and identify material ESG risks. RepRisk's flagship product, the RepRisk ESG Risk Platform, is the world's largest and most comprehensive due diligence database on ESG and business conduct risks, with expertise in 20 languages and coverage of 140,000+ public and private companies and 35,000+ infrastructure projects. For more than a decade, the world's leading financial institutions and corporations have trusted RepRisk for due diligence and risk management across their operations, business relationships, and investments. To learn more, please visit www.reprisk.com.

Job Description

The Partnership Account Manager plays an important role in supporting RepRisk's growth and global reach by being the main point of contact and acting as an account manager of existing partnerships with financial data providers, index providers, stock exchanges, and credit rating agencies. Working together with Head of Partnerships and Third-Party Distribution, the Partnership Account Manager will also be responsible for origination of business with partners through up-selling and cross-selling.

The Partnership Account Manager is a full-time position and is part of our international Business Development team and reports to the Head of Partnerships and Third-Party Distribution, based in Zurich, Switzerland.

Responsibilities

Serve as the main point of contact and Account Manager for a portfolio of partners, proactively establish, manage, and deepen partnership relationships.

His/her responsibilities would include:

- Administer day-to-day activities and communication with partners, and coordinate action items related to contracts, sales processes, and promotional activities
- Execute up-selling and cross-selling, working closely together with Head of Partnerships and Third-Party Distribution to achieve team's annual targets
- Work with RepRisk's partners to ensure delivery of mutual obligations, from sales and data integration processes, to coordination with IT and Legal
- Liaise with RepRisk's Support team and other internal stakeholders in order to deliver necessary documentation and training to partners and partners' end clients
- Ensure partners' satisfaction by maintaining a high-quality standard of RepRisk services
- Ongoing partnership support and engagement to ensure partners are making the best use of the data in the context of the redistribution channel or joint product partnership, in order to upsell and to gather feedback as input for further product development

Candidate Profile

You are self-starter, structured, and have demonstrated ability to deliver on various tasks in a timely and efficient manner through studies and initial work experience. Moreover, you take pride in delivering quality in your work, meeting expected deadlines, and bringing tasks to a successful conclusion with an attention to detail. The position requires good tactical skills as well as significant business acumen, and communication.

The Partnership Account Manager position is for someone who thrives in a front-facing role where you can combine interest in commercial discussions, while being able to nurture and grow relationships over time. You are expected to be proficient in English and be able to work confidently with a variety of software and office tools. Have an understanding of the financial markets, types of institutions, and their offering is required. To succeed in this role, it is a pre-requisite to be proactive, solution-oriented, and independent in order to get up to speed quickly on the different tasks and responsibilities.

Last but not least, you are passionate about ESG issues and strive to achieve something meaningful.

Education and Experience

- A Master's Degree within subjects related to Business, Business Analytics, Commerce, Finance, Management or PR/ Communications
- 3+ years professional experience in an front-facing account management role or similar
- Analytical and structured thinker, organized, pragmatic, and efficient in execution
- A good communicator with commercial sense
- Excellent oral and written communication skills in English is a must, additional languages a plus
- Strong skills in Powerpoint and Excel is a must

What we can offer

- Being part of a growing, experienced team that will offer support and the opportunity to enhance your skills and knowledge
- Entrepreneurial and dynamic work environment with a young and motivated international team within an established company setting
- Open and flexible workplace
- Opportunity to make a significant contribution to the ESG field.

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