



About Locobuzz:

Locobuzz is a SaaS platform that converges with technologies such as Artificial Intelligence, Machine Learning, Big Data Analytics, and Automation, to provide brands with a 360-degree Customer Experience Management Suite. Locobuzz's powerful analytics algorithms have helped seasoned brands establish a strong foothold in the digital hemisphere and transformed their customer experience journeys.

Visit our website [LocoBuzz](#) for more information on our CX management products and services

Position Overview:

We are hiring for the role of **Associate/Senior Associate - Partnerships** to join our growing team at Locobuzz. In this role, you will play a pivotal part in identifying, building, and managing strategic partnerships with technology providers, system integrators, resellers, and agencies, driving mutual growth and success.

What will you do:

Alliance :

- Research and identify potential partners that align with Locobuzz's strategy and objectives.
- Initiate contact with prospective partners through outbound activities and arrange meetings to explore collaboration opportunities.
- Deliver product demos to effectively showcase the capabilities of the Locobuzz platform.
- Assist in negotiating and managing partnership agreements while ensuring compliance with company policies.
- Maintain accurate records of all partnership agreements and related documentation.

Management & Success :

- Develop and sustain strong, positive relationships with new and existing partners.
- Act as the primary point of contact for partners, addressing inquiries and resolving issues promptly.
- Collaborate with partners to develop joint sales and marketing strategies that drive revenue growth.
- Support the sales team by leveraging partnerships to generate leads and close deals.
- Work closely with internal teams, including marketing, product, and customer support, to ensure the success of partnership initiatives.
- Track and analyze partnership performance metrics, providing actionable insights for continuous improvement.
- Prepare reports and presentations on partnership activities and outcomes for senior management.
- Share updates and successes related to partnerships with internal stakeholders.

What you should have :

- Experience: 2–3 years in partnerships, business development, or account management (experience in B2B SaaS is a strong plus).
- Skills: Exceptional communication, interpersonal, and relationship-building skills.
- Analytical Abilities: Strong analytical mindset to assess partner performance and identify growth opportunities.
- Teamwork: Proven ability to collaborate cross-functionally and thrive in a fast-paced, dynamic environment.
- Passion: Interest in technology, customer experience, and driving innovation through collaborative partnerships.
- Intent to learn and grow.

Benefits:

- **Medical Coverage:** We care about your health and well-being. We offer comprehensive medical coverage to ensure you and your family have access to quality healthcare.
- **Opportunity to Work in a Fast-Paced and Dynamic Organization:** At Locobuzz, we thrive on innovation and agility. You'll have the chance to work in an environment where every day brings new challenges and opportunities for growth. Your contributions will make a real impact on our dynamic organization.
- **Learning and Upskilling:** At Locobuzz we believe in continuous learning and development. You'll have access to resources and support for your professional development, which may include training, workshops, and opportunities to expand your skill set.
- **Collaborative Workplace:** Collaboration is at the heart of our culture. You'll be part of a team that values open communication, knowledge sharing, and working together to achieve common goals. Your ideas and insights will be heard and respected, fostering a sense of belonging within our collaborative workplace.