

Partnership and Development Manager

About the Job:

Location: Skopje, Macedonia (On-site)

Experience Required: Minimum 5+ year in sales

Role Type: Leadership position in a dynamic team

Culture: A results-driven and supportive environment

Kariera is on the hunt for a visionary **Partnership and Development Manager** to forge impactful collaborations and fuel our growth journey. In this role, you'll uncover exciting opportunities, nurture high-value partnerships, craft compelling proposals, and be the face of **Kariera** at key events and networking spaces.

If you're a natural connector with a flair for negotiation, a talent for building lasting relationships, and a passion for driving success, we want to hear from you! Let's shape the future—together.

- Design and implement strategic sales plans to drive business growth
- Establish and nurture strong, long-term relationships with key clients and partners
- Provide accurate sales forecasts, comprehensive reports, and actionable market insights to guide business decisions
- Representing the company at industry events, conferences, and networking opportunities to strengthen brand recognition and visibility
- Conduct in-depth market analysis to identify growth opportunities and maintain competitive positioning
- Lead, mentor, and motivate a team of professionals, providing coaching, and fostering a culture of collaboration and excellence

What We're Looking For

- **Experience:** At least 5+ years in B2B sales, with a minimum of 3 years in managerial role
- **Leadership:** Demonstrated ability to inspire, guide, and drive a team to achieve goals
- **Skills:** Exceptional communication, presentation, and negotiation abilities
- **Mindset:** Strategic and analytical thinker with a proactive approach, adaptability, and a results-driven attitude

Why Join Us?

- Access to cutting-edge tools, training programs, and resources to empower your success
- A unique opportunity to lead a high-performing team
- A collaborative and forward-thinking culture that values creativity, initiative, and leadership
- Clear growth opportunities within a company that invests in its leaders