



DJI GmbH Recruitment 2017

Position 4.: Partnership Manager Europe

This position will be based in Frankfurt, Germany.

Purpose:

We are an innovative technology business currently undergoing massive global expansion. Currently operations span North America, Europe and Asia and our revolutionary products have reached customers in more than 100 countries, for a broad range of industry applications. We are now looking to expand our Marketing Team focused on the European market within our global business segment and are looking for a KOL Partnership Specialist within our Business Development team

Description:

- Serve as a liaison with content- and VIP partners, key opinion leaders, athletes and brand ambassadors and manage the relationship and coordinate the communication flow and execution of programs and commitments.
- Build and maintain proactive and positive relationships with key partner leaders and staff.
- Maximize the visibility of partner derived content on company's multiple online, offline media and platforms
- Manage contractual commitments to ensure appropriate recognition and drive strong business, commercial, public and philanthropic results
- Effectively work as part of the corporate creative and business development team to leverage resources to support and advance the objectives of the partnership.
- Provide leadership, guidance and support to the company's leaders, employees, and teams to effectively activate partnership related goals
- Effectively partner with company's communications resources to develop internal and external communications strategies and plans to promote the positive impact of the partnership.
- Plans, directs, and manages international partnership related events and programs to meet intended outcomes
- Implements an effective measurement, tracking and analysis approach to monitor and assess partnership financial and community impact goal achievement
- Works closely with the company's creative team and influence content productions

Requirements:

- At least 3 years experience of working in the field of Business Development, Managing Partners or Sales, ideally within a tech-related and/or customer service industry

- Bachelors Degree or equivalent; Marketing, Communications, Public Relations
- Profound knowledge of European sports and creative landscape: Films, Photography, Music or Modern Art
- Strong analytical skills
- Experience collaborating and working successfully with multiple international stakeholders and teams
- Strong executive presence
- High business acumen
- Self driven
- Experienced in working in ambiguous environments
- >33% Travel Required
- Program management skills
- Excellent communication, presentation and writing skills
- Deep experience in online / social engagement
- English and German necessary, additional languages a plus (French, Spanish, Italian, Chinese preferred)