



STRATEGIC ALLIANCES AND PARTNERSHIPS

Gold is the most trusted asset across the entire world. We are building the digital infrastructure to make a gold backed currency easier to use than a WhatsApp message. The Company has gained about 10 million customers, largely through a focus on partnerships with large institutions like banks, payment apps and stock brokers. SafeGold converts vault stored gold into a digital product which can be sold by any digital platform. Using SafeGold APIs any app or company can offer its customers the option to buy, sell, store and redeem gold at the click of a button for as little as Re.1.

Our API suite which is consumed by partners like HDFC, Amazon, PhonePe, MiPay, Axis Bank, Federal Bank, PC Jewellers, Caratlane, etc.

SafeGold is backed by the World Gold Council and leading venture capital funds, Beenext and Pravega.

JOB DESCRIPTION

We're a small team with insanely large ambitions. We are looking for a business leader who will help drive business growth by building the partner ecosystem for SafeGold. As a key member of the team, you will work closely with leadership, marketing, tech, product and finance teams to craft and execute partnership strategies for business growth. Partnerships form a major chunk of SafeGold's revenue and you will be responsible for driving key growth projects along with the partners and internal teams. The successful candidate will have excellent interpersonal and negotiation skills.

WHAT WILL YOUR JOB ENTAIL:

- Identify opportunities for strategic partnerships & manage existing alliances to help drive new customer acquisition, market penetration and brand visibility
- Identify/Meet Key decision makers (including CXOs) in fintech/financial/banking firms and establish effective business relationships
- Negotiate agreements and commercial terms with the strategic partners with a focus on long term gains
- Develop deep and long standing relationship, ensuring high mindshare from partners
- Develop marketing plans with key partners
- Collaborate closely with internal teams (marketing, product, tech and finance) to operationalize and manage partnerships

KEY REQUIREMENTS:

- 3-5 years of proven experience in partnerships/alliances role in a fast growth startup is a must (preferably in fintech domain)
- Strong interpersonal and presentation skills for interacting with team members and influencing strategic partners at CXO level.
- Ability to connect with people across teams & levels and manage projects with both internal and external stakeholders
- Excellent written and verbal communication skills with ability to express thoughts logically and succinctly
- Entrepreneurial mindset, tremendous drive & ownership, hands-on, result-oriented



- Good understanding of technology and business

OUR HIRING PROCESS:

- Introductory Round to understand a bit more about your experience
- A take-home assignment
- Final Interview Round