

greyparrot



Partnerships Manager – London

The world is in a waste crisis, currently we produce 2 billion tons of solid waste per year. Unfortunately, 60% of that is controlled landfill and open dumps, of which only 14% is recycled. The consequence of this have both a major ecological and environmental impact. GreyParrot is a UK tech company providing deep learning-based computer vision software for recycling and waste management. Our camera system and AI software are deployed in recycling plants and waste facilities to measure material flows and provide waste analytics.

We are also embedding our recognition capabilities with suppliers of next-gen smart bins and sorting robots to bring the rapidly growing \$530 billion waste industry into the 21st century. Our vision is to create a world where waste is treated as a resource. It is monitored, captured and reused in the most effective way.

As a Partnerships Manager you are required to work together with our CEO to build and lead our relationships with senior stakeholders, handle technical conversations with product teams, and lead commercial partnership negotiations. You will work closely with an experienced leadership team to nurture our current partnerships, as well as recruiting new partnerships. We are highly focused on creating a positive customer experience and customer success to build long term relationships.

The Role:

- Prioritize and communicate on customer's needs and goals to the wider team and work closely with both our Project Manager and Product Manager to ensure successful and on time delivery of projects.

- Account management - manage relationships with customers and partners to build continued customer success and long-term collaboration.
- Shape commercial proposals, presentation pitches, contracts and negotiate with potential partners.
- Develop a deep understanding of our target partners and products sharing insights and recommendations with the broader GreyParrot teams in order to help shape the right products and propositions.
- Work closely with Marketing to articulate our value proposition and create compelling proposals.
- Responding to inbounds, qualifying leads and converting to a customer. Build commercial relationships to achieve revenue goals.
- Use Hubspot CRM to maintain a database of customers, update deal flow and provide monthly investor customer progress update.
- On boarding of new partners once the contract is signed in partnership with our Project Manager
- Travel to visit clients and facilities across the UK and Europe

Required skills and Experience:

- Experience working either directly in the waste management industry or managing partnerships with customers in the waste industry.
- Experience working in a client partnerships role
- At least five year's relevant work experience
- Demonstrated experience in building commercial propositions and client presentations
- Excellent communication and interpersonal skills
- Comfortable with a fast-paced environment, ambiguity and changing requirements
- Ability to flourish with minimal guidance, be proactive.
- Detailed oriented, structured
- Cultural sensitivity
- Natural ability to build new relationships

On Offer:

Right now, we're still a small team, but we're well funded and growing. As one of our early employees, you will have the opportunity to have a say in defining team culture and help shape a business at the forefront of the global environmental crisis.

- Competitive salary
- Strong equity
- Strong flexible-working
- Open to remote working
- 25 days holiday each year
- Paid sick leave for physical and mental health needs
- Unlimited fresh fruit, tea, coffee and healthy snacks provided
- Paid maternity, paternity, adoption or shared parental leave