



<https://skalator.io/job/partnerships-lead/>

## Head of Partnerships

### Description

We are looking for a strategic Head of Partnerships to build and scale relationships with key partners, including technology providers, agencies, and enterprise clients. This role focuses on driving growth through collaborations, alliances, and long-term business relationships.

- Identify, develop, and manage strategic partnerships.
- Build relationships with AWS ecosystem partners, SaaS providers, and agencies.
- Create and execute partnership strategies to drive revenue growth.
- Negotiate partnership agreements and collaboration terms.
- Work closely with sales and marketing teams to activate partnerships.
- Track performance and ROI of partnership initiatives.
- Represent the company in external meetings and networking opportunities.
- Develop co-marketing and co-selling initiatives.

### Responsibilities

- 3+ years of experience in partnerships, business development, or sales.
- Strong networking and relationship-building skills.
- Experience working with B2B clients and tech ecosystems.
- Understanding of SaaS, cloud, or AI solutions.
- Strong negotiation and communication skills.
- Ability to identify and close partnership opportunities.
- Strategic thinking with execution capability.
- Fluent English communication.

### Qualifications

- Proven track record in building and scaling partnerships
- Experience in SaaS, cloud, or consulting environments
- Strong understanding of go-to-market strategies
- Ability to manage multiple stakeholders and deals simultaneously
- Experience working with international clients or partners
- Strong business acumen and revenue-driven mindset
- High ownership and proactive approach

### Job Benefits

- Performance bonuses tied to partnership revenue
- Flexible work setup
- Exposure to global partners and clients
- Opportunity to shape company growth strategy
- Fast карьерный рост

### Hiring organization

Skalator

### Employment Type

Full-time

### Industry

Skalator

### Job Location

4 Muzeinyi Lane, Kyiv, Ukraine,  
01001, 01001, Ukraine

### Working Hours

8

### Base Salary

\$ 3000 - \$ 3500

### Date posted

March 16, 2026