

## **Executive/Senior Executive, Partnership Management -SSLCOMMERZ**

We are currently seeking a motivated and energetic Executive / Senior Executive to join our Partnership Management team. In this role, you will be responsible for developing and managing strategic partnerships with merchants, banks, and ecosystem partners within the fintech landscape. The ideal candidate must have hands-on experience in the fintech or digital payments industry, with a strong understanding of payment solutions and transaction-driven business models, and will play a critical role in driving revenue growth, strengthening partner engagement, and expanding the adoption of our payment solutions through effective collaboration and relationship management.

### **Your Roles & Responsibilities:**

- Develop and execute a comprehensive partnership strategy aligned with SSLCOMMERZ's business goals and objectives.
- Initiate and maintain relationships with key stakeholders at partner organizations, including merchants, banks, and technology companies.
- Lead negotiations for partnership agreements, contracts, and service-level agreements (SLAs), ensuring favorable terms and conditions for SSLCOMMERZ.
- Monitor and analyze partnership performance by tracking key metrics and identifying opportunities for optimization and growth.
- Provide regular updates and reports on partnership activities, highlighting successes, challenges, and areas for improvement.
- Stay informed about industry trends, competitor activities, and market dynamics to support partnership strategies and initiatives.
- Collaborate with cross-functional teams, including sales, marketing, product development, legal, accounts, and technical teams, to ensure the success of partnerships and related projects.
- Coordinate campaign planning meetings with cross-functional teams to define campaign objectives, messaging, target audiences, and KPIs.
- Manage campaign timelines, milestones, and deliverables, ensuring alignment with partner and internal department schedules.
- Establish and maintain relationships with Banks, Mobile Financial Institutions, and Fintech Partners to maximize partnership value.
- Provide ongoing support to partners to ensure their needs are met and expectations are exceeded.
- Complete tasks assigned by the Supervisor/HOD from time to time.

### **Educational Qualification & Experience:**

- Graduation or post-graduation in any discipline from a UGC-approved reputed university.
- 2-3 years of professional experience in Fintech Partnership Management, digital payments, banking partnerships, or a related fintech/business development role.

- Practical experience in managing partnerships with merchants, banks, Mobile Financial Institutions (MFI), and fintech ecosystem partners.
- Strong understanding of digital payment solutions, transaction-driven business models, and partnership-led revenue growth.
- Experience in negotiation, contract and SLA management, campaign coordination, and cross-functional collaboration will be an added advantage.

#### **Your Remuneration and Other Benefits:**

- Attractive salary as per industry best practice. Higher for the deserving ones.
- Yearly/half-yearly salary review based on performance.
- Weekly 2 holidays.
- 2 festival bonuses (Yearly).
- Weekly medical consultancy.
- Annual leave encashment.
- Medical coverage.
- Congenial & friendly working environment.

**Deadline: 31st January 2026.**

**Job Type:** Full Time

**Job Location:** Dhaka

Link- <https://sslwireless.com/jobs/executive-senior-executive-partnership-management-sslcommerz/>