

New opportunities at Zap-Map

Role Title: Partnerships Manager
Reporting to: Head of Partnerships
Location: Bristol with Hybrid Working

Employee Referral Bounty Eligible

The Company:

We are the UK's leading app and digital platform for Electric Vehicle (EV) drivers enabling them to search for charge points, plan journeys, pay on participating networks and share updates with other EV drivers. We aim to make charging simple and provide EV drivers with peace of mind and the confidence to drive any length of journey in their EV.

We are a high-growth technology company and, having recently closed our Series A fund raise, we are now expanding multiple areas of our team to unlock the value in our roadmap. **Zap-Map's mission is to accelerate the shift to electric vehicles and help the drive towards zero carbon mobility.**

Zap-Map attracts more than 235K UK cross platform users per month. We are the go-to data source for the industry. We facilitate news and updates and provide tools for current and prospective EV drivers.

With over 10 years of industry experience and unique data sets, Zap-Map offers a range of B2B services including promotion, content, data and market insights.

The Role:

As part of a rapidly growing commercial team, this role offers an opportunity to have a broad range of responsibilities and make a significant impact on Zap-Map's market position. It would suit a commercially minded individual with over 5 years' experience who has proven experience of managing Clients and is looking for a role which has purpose and provides responsibility, impact and autonomy.

Specifically, the role would cover:

- Managing and developing client and partner relationships across several sectors including car manufacturers, insurance, energy and other e-mobility players with particular reference to key B2B products: Data/Insights, Media, Digital Tools, Subscription bundling and API products.
- Enabling partners with all necessary training, tools and collateral to optimise the success of our partnerships.
- Responding to inbound business development opportunities as well as supporting in the development of proposals and closing of new business.
- Supporting the Head of Partnerships as appropriate with general Client/Partner management and reporting with wider commercial team objectives.
- Agreeing partnership KPIs and revenue metrics with each partner and tracking these on an ongoing basis.
- Supporting the development of B2B propositions in conjunction with the Product team and other departments as necessary.

- Specifying any bespoke Client requirements and liaising with the Data and Development teams to deliver new projects.
- Working with other departments to ensure appropriate customer service, invoicing, reporting etc.
- Ensuring that the Hubspot CRM is kept up-to-date with company details, contacts, opportunities and notes from client meetings.

Required Experience:

- At least 5 years' experience working in a sales and/or account management role in a digital or technical field.
- Experience in the sales and client management process.
- Experience with writing internal / external proposals.
- Experience reporting on a regular basis to clients with varying profiles and organisational sizes.
- Experience of working closely and collaboratively with cross functional teams to facilitate efficient and effective delivery of products and /or services.
- Knowledge of the automotive sector in general and the EV (charging) market in particular would be an advantage.
- Experience of working in a fast-paced tech/digital environment.

Required Skills:

- Commercially-minded, able to lead effective account delivery and to prioritise based on the basis of business cases and strategic value
- Strong presentation skills – both online and face-to-face -with experience communicating complex information in a simple way.
- Able to understand and communicate Zap-Map's commercial propositions.
- Ability to manage multiple relationships and tasks effectively and perform under pressure.
- Ability to quickly establish effective working relationships based on openness and honesty.
- Organised and pragmatic mindset, ability to manage multiple workflows and accounts.
- Comfortable working with numbers and data.
- Creative-minded, both to identify opportunities and to solve problems.
- Experience of working in a high growth environment, able to move at high pace yet with the highest standards of quality.
- Ability to identify opportunities for business growth and process efficiencies and to take the initiative to ensure appropriate action is taken.
- Good attention to detail.
- Affinity with tech.
- Highly proficient in MS Office suite, particularly PowerPoint, Word and Excel.

Required Attributes:

- Degree-level educated (or equivalent)
- Goal-driven
- Tenacious
- Positive, can-do attitude
- An affinity with technology
- A passion for sustainability

- Self-motivated
- Team player

Our offer:

The EV market is growing at an extraordinary pace. Working at Zap-Map means working in a dynamic and innovative organisation, where new ideas and developments need to be actioned and deployed quickly, with each day bringing new challenges. As one of the leading aggregator businesses in this space, you'll have the chance to actively contribute to a more sustainable future.

We believe that finding a candidate with the right attitude and aptitude for the role is more important than the hours worked or specific prior experience. So please get in contact if you feel that you would excel in this role, even if you don't tick every box on this job description or aren't able to work in a full-time capacity.

In addition to a competitive salary your package includes:

- £45,000 - £50,000 depending on experience
- Performance-related annual bonus scheme
- Pension & benefits scheme
- Flexible working options available
- Professional training and mentoring to extend your skills
- Opportunity to experience an electric vehicle via our car share account

How to apply:

To formally apply, please send a covering letter together with your CV to: daisymiller@zap-map.com. Direct applications only please, no CVs will be acknowledged or accepted from recruitment agencies.

Posted: February 2023