



## Partner Manager

As a Partner Manager at BabelQuest, you'll take the lead in managing our HubSpot partnership, bringing together the right people from BabelQuest and HubSpot to generate and capitalise on all available opportunities. Alongside this you will seek out and manage other commercially beneficial partnerships. You'll work within the marketing team, but maintain a close relationship with sales as you seek to generate sales opportunities, as well as identifying co-marketing opportunities.

### As part of your responsibilities, you'll:

- Generate sales opportunities via partner networks, ensuring a smooth sales handover
- Identify and map out key stakeholders in partner businesses and find opportunities for us to engage with them
- Identify and establish other strategic partnerships that will provide commercial value for BabelQuest
- Keep partnership records up-to-date in our CRM
- Proactively seek out joint marketing opportunities with partner businesses
- Project-manage joint marketing initiatives

### On any given day, you might:

- Have a catch-up with our HubSpot partnership team
- Have several check-in calls with HubSpot direct reps to seek deals and opportunities that we can get aligned to
- Plan an agenda for a joint partner webinar
- Meet with the sales team to brief them on a partner-related sales opportunity
- Research a new potential partner and update the Head of Revenue and Head of Marketing on why this could be a commercially beneficial partnership
- Set-up intro calls with our MD and the need-to-know people in the partner businesses
- Monitor job changes and new hires in partner businesses, make an introduction and position BabelQuest

### With your skills, you'll unlock new career paths

You'll learn along the way. For this role, you'll need digital marketing experience.

You'll know your way around:

- running multiple campaigns across the buyer journey at an agency or within a company
- social media, PPC, SEO, content and email marketing
- tools like Google Analytics, Google AdWords, Semrush and HubSpot

### Why you'll love working here:

- Flexible working (a mix of working at home and at the office).
- Half a day each week (23 days a year) to level up your skills and build your career.
- Up to 30 days of paid annual leave and unlimited unpaid leave.
- A month-long paid sabbatical and a £2,000 bonus to celebrate your five years with us.
- Benefits like £650 per year on anything that helps you keep a healthy life-work balance.

### Salary: up to £40,000 per year

You'll have the freedom to create marketing plans. Success will mean delivering exceptional customer service, getting the results your clients are looking for, and growing your accounts.

### Why BabelQuest?

It took us more than 10 years, and about 500 projects, to earn the right to use one word: elite.

Spin the globe, and you'll find over 6,000 HubSpot partners. Filter your search for elite ones, and you're down to fewer than 40.

That means you'll work with the best of the best. You'll build new skills and discover exciting career paths. You'll find curious people who share your passion and find joy in mastery.

