
JOB DESCRIPTION

Position	Partnership Development Manager (Permanent)
Department	Corporate Development
Reporting To	Vice President, Corporate Strategy & Development
Subordinate(s)	--
Shift(s)	N.A.

OVERVIEW

The role of the Partnership Development or Alliance Manager in Sentient.io is an individual dedicated to **building and strengthening the foundation and network of our partnership ecosystem** with multiple sectors ranging from government agencies, technology partners, research partners and platform API contributors, among many other industries. The Partnership Development Manager, whilst working closely with a team of associates, is expected to support the Vice President of Corporate Strategy & Development, within Corporate Strategy and Development (CSD) in **elevating and promoting Sentient.io's platforms and ecosystem values to external parties**, with the overall aim to **create an ecosystem for value exchange and enhance this critical core process as part of the product development within Sentient.io**.

DUTIES & RESPONSIBILITIES

1. Proactive in developing mutually beneficial partnerships with other startups, technology companies and strategic alliances in the following areas:
 - a. 3rd party AI microservice contributors
 - b. 3rd party solution/application contributors
 - c. Joint technology R&D
 - d. Government programs for startups
 - e. Accelerator programs
2. Part of planning the strategic growth path of the company with an eye on the value and benefits brought in by ecosystem partners,
3. Day-to-day work will include but not limited to the purpose of identifying growth opportunities for the company in;
 - a. Plan, organise and execute a technology partnership program
 - b. Sourcing new partners
 - c. Building partner relations
 - d. Identify new technology innovation relevant for the company's growth
 - e. Promoting partners in our ecosystem
4. Work closely with Science & Research, Product and Marketing teams to align on the company's operational directions and objectives.
5. This role will also be required to work closely with another Corporate Strategy Executive to

identify technology gaps and trends.

6. Support in departmental general administration work, e.g. contracts/agreements, grants, business proposals etc.

ARCHETYPES OF THE SUCCESSFUL CANDIDATE

1. Minimum 4-5 years full-time work experience in a similar function or ICT industry
 2. Minimum bachelor's degree in Computer Science or Information System
 3. Self-starter with strong interest in the business building side of technopreneurship, venture investment or/and startup ecosystem
 4. Character traits include resourcefulness, highly analytical and strong command of the English language
 5. Ideally possesses good business acumen, i.e. able to rapidly develop understanding of and respond to diverse business situations
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About the Department

Corporate Strategy and Development is the visionary and a cornerstone to the Sentient business roadmap, ensuring the development of partnerships and alliance as well as relentlessly addressing key business circumstances. If you have the desire to excel in a dynamic and challenging environment, you may very well be who we are looking for. Work with great minds, creativity and ingenuity.