

Lender Partnerships Manager

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Company: Saphunt

Location: Colombia

Category: other-general

The Offer

Fantastic work culture

Work alongside & learn from best in class talent

Opportunity within a company with a solid track record of performance

The Job

Our client is seeking an experienced Lender Partnerships Manager who will be responsible for identifying and establishing relationships with new lenders in Mexico, Chile and Colombia. The candidate will work to expand our network of partners by negotiating contracts and ensuring long-term collaboration.

Job Description:

Identify and initiate contact with potential new lenders in Mexico and other LATAM countries.

Negotiate terms of cooperation, including commission rates, contract duration, and other critical details.

Collaborate closely with our marketing and analytics teams to maximize the effectiveness of campaigns targeted at our partners.

Maintain ongoing communication between existing lenders and our company to ensure

mutual satisfaction and resolve any issues that arise.

Monitor market trends and competitive analysis to ensure the competitiveness of our offerings.

The Profile

You have at least 2 years experience within Affiliate marketing business and/or Financial role, ideally within the FinTech industry.

You possess excellent interpersonal as well as written and verbal communication skills.

You have a proven track record of meeting/exceeding your targets.

You have a strong experience within consultative sales and possess the ability to prospect and manage senior level relationships.

You are a strong networker & relationship builder

You possess strong analytical skills and are comfortable dealing with numerical data

You pay strong attention to detail and deliver work that is of a high standard

The Employer

Our client operates as an intermediate, bringing together a qualified loan customer and a major bank or a licensed alternative capital loan provider in your hometown to guarantee the best solution for its partners and clients.

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