



## **Alliance and Partnership Manager**

### **About Valeyo**

Valeyo is a leading Canadian-based solutions provider, partnering to deliver a full suite of business solutions, including lending technology, insurance products and services, to financial institutions nationwide. At Valeyo, we are focused on bringing together the right products, solutions, and services to help our partners thrive. And for more than 40 years, clients have trusted Valeyo to be their go-to provider based on the strength of our proprietary products, strategic partnerships, and people.

At Valeyo you will be part of an innovative, dynamic, and purpose-driven organization, and empowered to succeed through opportunities for professional growth and development. Our core values of accountability, partner-centricity, teamwork & collaboration, results-orientation, integrity, and passion are embedded across everything we do and guide our actions and decisions. Valeyo has head offices in Toronto, ON., and Burnaby, BC., with national presence through remote workforce and field offices.

### **The Role**

The Alliances and Partnership Manager should be a self-starter who will be responsible for leading the execution of Valeyo's product procurement partnership strategy, roadmap and growth across all distribution channels. They will do this by leveraging their ability to cultivate and nurture relationships with internal and external partners, strategize on tactics that will enable us to expand our position within our distribution network, and uncover and sourcing product for new business opportunities. This role will work with many areas within organization including Operations, Sales, Marketing, and Technology to drive an overall partnership strategy.

As part of the Sales Operations team, this position will contribute significantly to the growth of Valeyo's distribution network by reaching key customers, partners and vendors through all available Go to Market strategies and models. We are looking to grow our market presence and are looking for someone to build and develop sourcing partnerships and opportunities that support Valeyo's growth strategies and plans. This individual will be Valeyo's primary contact for internal and external strategic product partnerships and to will drive Valeyo's desire to grow and develop new opportunities for all distribution channels.

### **What you'll be doing**

- Developing procurement strategies that are inventive and cost-effective.
- Sourcing and engaging reliable suppliers and vendors.
- Negotiating with suppliers and vendors to secure advantageous terms.
- Building and maintaining long-term relationships with vendors and suppliers.



- Performing risk assessments on potential contracts and agreements.
- Controlling the procurement budget and promoting a culture of long-term saving on procurement costs.
- Capable of building and maintaining strong relationships with a diverse set of internal and external partner stakeholders including senior level executives, legal, finance, support, sales, product and marketing experts
- Build Trusted Relationships with Valeyo's key subject matter experts
- Develop knowledgeable and insightful market information on available products, markets, business opportunities and customer opportunities
- Work closely with partners to uncover and drive new revenue opportunities
- Writing briefs to share our progress with our key partners (internal/external)
- Act as the facilitator between partners and internal teams, to resolve and/or anticipate future issues
- Improve the company's positioning and recognition in the market by mapping and developing partnership opportunities
- Develop and execute business plans to identify and reach target opportunities
- Successfully project manage the integration of new and existing lending technology partnerships
- Utilize partner relationships to grow the Valeyo's product presence, revenue and client base
- Manage partner relationship to maximize revenue and to ensure partner commitment
- Enact plans to effectively monetize new and existing partnerships
- Develop and present credible business cases, proposals and plans for new partnership opportunities with the ability to lead negotiations with key stakeholders (internal/external)
- Work with marketing (internal/external) on joint marketing plans and events.
- Champion and drive joint initiatives to improve relationships with partners
- Demonstrate market expertise and a deep understanding of customers' organizations in order to drive decisions surrounding solutions and products
- Responsible for identifying and engaging new referral partners and driving the relationship with our partners
- Differentiate the company's solutions in the market by providing a consultative, expert approach
- Design and execute go to market business plans, referral partnerships, managing cross-functional teams from both the partner and Valeyo
- Actionable planning which will include development of joint solutions, sales training and education
- Collaborate closely with several teams (Internal/External): Strategy, Operations, Sales, Marketing, and Product to drive an overall partnership strategy.



## What you'll bring

- Experience with creating differentiated and successful account management plans and relationships with partners, vendor, suppliers
- Knowledge of both Creditor and Property/Casualty Insurance solutions
- Experience in Insurance organization (carrier, broker or other alliances)
- 5+ years extensive and progressive experience in developing partnerships and alliances
- Canadian Credit Union and Financial Intuition industry knowledge
- Ability to interface with all seniority levels in a professional manner
- Passion for sales and Insurance
- Ability to handle multiple projects at once, maintain calm under pressure and ensure quality deliverables
- Excellent organizational skills and attention to detail
- Demonstrated ability to drive significant increase in revenue through partnerships
- Ability to work in a fast-paced environment
- Strong presentation skill

## What's in it for you?

- Competitive base salary with Valeyo Achievement Award
- Group Retirement Savings Plan (RRSP) with a company match for Deferred Profit Sharing Plan (DPSP)
- Comprehensive group benefits program which includes medical, dental, Employee Assistance Program, Health Spending Account, Personal Spending Account and much more
- Paid time-off includes paid vacation, personal/sick time, wellness day, Stat holidays
- Professional growth and development opportunities through training and educational assistance programs
- A culture that promotes a healthy, fulfilling work-life balance through flexible workplace policy
- Discounted Goodlife memberships, and additional work perks

Apply to [communications@valeyo.com](mailto:communications@valeyo.com)

## What you need to know

*Valeyo is committed to providing a barrier-free work environment in concert with the Accessibility for Ontarians with Disabilities Act and the Ontario Human Rights Code. As such, Valeyo will provide reasonable accommodations available to applicants with disabilities upon request during the recruitment process. Please contact [hr@valeyo.com](mailto:hr@valeyo.com) for accommodation requests.*