



Strategic Partnerships and Alliances Manager

Who we are

Valeyo is a leading Canadian-based solutions provider to the financial services industry. In addition to being a leader in loan origination technology, we are a trusted distributor for industry-leading carriers and service providers across Canada, whose products strengthen our proprietary technologies and expand our suite of lending and insurance solutions. With more than 40 years of business excellence behind us, Valeyo unites a diverse group of insurance, technology, business, and marketing professionals with a common purpose: to help our clients thrive through strong partnerships. Through the combination of our services-driven vision and distribution expertise, we can push further and faster to provide our clients with a broader range of financial solutions for their customers.

As an organization, we subscribe to the concept of winning as a team, working together, and implementing the best ideas put forward. Guided by our core values of accountability, partner-centricity, teamwork & collaboration, results-orientation, integrity, and passion, we take a unified approach to achieving our shared purpose: accelerating our success and that of our clients by building better businesses.

Who we need

We are looking for an organized and experienced trainer to join the Valeyo family. A self-starter, entrepreneur and natural leader who will be responsible to lead the execution of Valeyo's lending technology and insurance technology partnerships strategy, roadmap and to grow Valeyo's presence in the Canadian FinTech and InsureTech solutions ecosystem. This role will work with Client Office, Operations, Sales, Marketing, and Product to drive an overall partnership strategy. The Manager will recruit, build, and develop partnerships, as they are an integral part Valeyo's technology strategies and plans. The main objective is to lead as the primary contact for Valeyo in market for strategic partnerships and to drive Valeyo's position as an influential leader in the financial technology ecosystem.

What you will do

- Building and maintaining strong relationships with a diverse set of internal and partner stakeholders including senior level executives, legal, finance, support, sales, product and marketing experts, build trusted relationships with Valeyo's key lending technology and insurance technology partners.
- Work closely with partners to uncover and drive new revenue opportunities and 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, developing partnership opportunities and develop and execute business plans to identify and reach target opportunities.
- Utilize partner relationships to grow the Valeyo's technology presence, revenue, and client base
- Develop and present credible business cases, proposals and plans for new partnership opportunities with the ability to lead negotiations with key stakeholders (internal/external).
- Identifying and engaging new technology integration, referral and value added reseller partners and driving the relationship with our top strategic partners.
- Differentiate the company's solutions in the market by providing a consultative, expert approach
- Execute Valeyo's defined 3rd Party Management Framework and Policy
- Design and execute go to market business plans for technology partnerships, managing cross-functional teams from both the partner and Valeyo

What you bring

- Experience with creating differentiated and successful account management plans and relationships with partners and knowledge of technology applications, products, and solutions.
- SaaS experience is must with Minimum 5+ years' experience (technology, partnerships and alliances, agency or consultancy experience preferred)
- 5+ years extensive and progressive experience in software and technology partnerships and alliances
- Expert experience in Value Added Reseller, Integration, Referral partnership models and Canadian FinTech industry knowledge an asset
- Canadian Credit Union and Financial Intuition industry knowledge an asset
- Ability to interface with all seniority levels in a professional manner
- Knowledge of alliance and partner Fintech ecosystems
- Ability to handle multiple projects at once, maintain calm under pressure and ensure quality deliverables

- Excellent organizational, presentation skills, attention to detail and work in a fast-paced environment
- Demonstrated ability to drive significant increase in revenue through partnerships
- Strong Microsoft Office and collaborative technology expertise
- Ability to create credible business cases highlighting revenue growth opportunities, influence functional groups and gain buy-in to a shared vision without direct authority

The Valeyo Way:

Through collaboration and innovation, everything we do at Valeyo is focused on people - those we help and those we hire.

It's #thevaleyoway to empower our people with autonomy to make decisions that align with our values, to treat each other with compassion focusing on what we can accomplish as a team; and to recognize our individual and collective efforts.

We share a passion and drive for success and are proudly diverse team. Embracing our differences enhances everything we are involved in from our social awareness as an organization, to our creative problem solving, to the communities we support.

We offer our team the best of both worlds: a fast-paced, innovative FinTech environment and an established organization. This includes:

- A healthy, fulfilling work-life balance through a flexible hybrid work model, a Health and Personal Spending Account, , plus the comprehensive benefits and perks of a financially stable organization including Group Retirement Savings Plan (RRSP) with a company match for Deferred Profit Sharing Plan (DPSP) and a generous paid-time-off policy including vacation, personal/sick time, wellness day and statutory holidays.
- A continuously evolving people-first environment that takes time to have some fun (virtual team building events including scavenger hunts, charity drives, FitBit challenges, photo challenges, virtual social events, including team lunches, and once we're able to safely do so, awesome potlucks, costume competitions, and karaoke battles) while providing access to professional development opportunities through training and educational assistance programs.
- A bigger than us outlook. Every year we offer \$1000 grants to students who are credit union members. It's just one of the ways we support financial opportunity and growth beyond our virtual walls and in the community.

If you have 70% of the qualifications we are looking for and want to be part of success, we encourage you to express your interest. We can't promise it will be a fit, but we do promise to consider your experience. Apply now.

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 careers@valeyo.com for accommodation requests.