



Designation: Alliance Executive

Qualification: Graduate or Above

Location: Bhubaneswar

1. **Strategic Planning:** The Alliance Executive is responsible for developing and executing the alliance strategy. This includes identifying potential partners, evaluating their fit with the organization's objectives, and creating a roadmap for successful collaborations.
2. **Partnership Development:** They are in charge of identifying and cultivating potential alliance partners. This involves conducting market research, networking, attending industry events, and initiating discussions with potential collaborators.
3. **Negotiation and Contracting:** The Alliance Executive is involved in negotiating partnership agreements and contracts. They work closely with legal and business development teams to ensure that the terms and conditions of the alliance are properly defined and mutually beneficial.
4. **Relationship Management:** Once partnerships are established, the Alliance Executive is responsible for managing and nurturing the relationships with alliance partners. This involves regular communication, resolving conflicts, addressing concerns, and maintaining a high level of collaboration.
5. **Performance Monitoring:** The Alliance Executive monitors the progress and performance of alliance initiatives. They establish key performance indicators (KPIs), track milestones, and evaluate the effectiveness of the partnerships. If necessary, they identify areas for improvement and implement corrective actions.
6. **Internal Alignment:** They work closely with internal stakeholders, such as senior management, sales, marketing, product development, and operations teams, to ensure alignment and support for alliance activities. They facilitate cross-functional collaboration to leverage resources and expertise across the organization.
7. **Risk Management:** The Alliance Executive assesses and manages risks associated with alliances. They identify potential risks, develop risk mitigation strategies, and ensure compliance with legal and regulatory requirements.
8. **Communication and Reporting:** They communicate alliance progress, achievements, and challenges to internal and external stakeholders. This includes preparing reports, presentations, and updates for executive management and board meetings.
9. **Innovation and Growth:** The Alliance Executive explores opportunities for innovation and growth through alliances. They stay updated on market trends, emerging technologies, and industry developments, and identify potential areas for collaboration to drive competitive advantage and market expansion.
10. **Relationship Expansion:** As alliances mature, the Alliance Executive explores possibilities for expanding the partnership scope and exploring new areas of collaboration. This may involve identifying additional projects, joint ventures, or exploring new markets together.