



*Independently minded*

## *Head of Partnerships*

### **Introduction**

Small Luxury Hotels of the World™ (SLH) is the most desirable community of independently minded travellers and independently spirited hotels in the world. We turned the luxury boutique hotel into a phenomenon back in 1990 and since then we've gone to every major capital, taken the path less travelled and journeyed to the edge of the map to seek out and select the distinctive, the diverse and the downright delightful.

We've personally visited, vetted and verified over 500 boutique hotels in more than 80 countries. They're small, perfectly formed and independently owned.

The Small Luxury Hotels of the World (SLH) brand is managed by Small Luxury Hotels of the World Management Ltd with a team of 100 people globally.

The Head Office is in London where the central functions are located.

Small Luxury Hotels of the World Management Ltd provides to the Hotel Members:

- Services such as: Quality certification, Brand Marketing, Loyalty Programme, PR, Training, Promotional events, Partnerships,...
- Tools and technology in order to optimize their distribution
- Sales Channels in order to boost their sales and to provide a strong alternative to the On-Line Travel Agencies

The overall turnover of the 540 existing Hotels is more than 3 billion USD.

We are searching for a full-time Head of Partnerships for our London office and who shall report directly to the VP Marketing, PR and Partnerships.

### **Knowledge & Behaviour**

- Graduate in Marketing or Commerce with an experience in partnerships.
- Professional experience of 5 years minimum with proven track record.
- International-Global experience or exposure is essential.
- English native or fully fluent.



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- Excellent communication skills both verbal and written.
- Strong commercial and negotiation skills
- Experience in the hotel industry is desired but not essential.
- Experience of luxury is an advantage.
- Enthusiastic and positive attitude.

### **Key Responsibilities:**

#### **General**

- Be seen lead contact for all partnerships related activities and coordinate all activities globally through wider team.
- In relation to the VP Marketing, PR and Partnerships, help defining and apply the Partnership strategy according to the vision and the overall strategy.
- Manage partnerships with a strong proactive drive and creativity
- Support wider business with key initiatives
- Recommend structure and design of the team (in-house or outsourced) in order to meet the strategy.
- Lead and manage the team globally day to day
- Define adequate KPIs and report on activity
- Attend the weekly Marketing Committee with PR, marketing, CRM-loyalty and e-commerce departments.
- Propose and manage the 3 year plan and annual budget for Partnerships

#### **Detailed Responsibilities**

- In alignment with the overall strategy, define the strategy and the targets for the different kinds of partnerships
  - Distribution
  - Commercial
  - Brand - Lifestyle
  - Hotels
  - Media
  - Charity



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- Support and coordinate the different departments and regions in order to identify the priorities and to implement all the initiatives to provide the right partnerships.
- Make sure that the coordination is optimum also with the AsiaPac and Americas regions
- Manage existing contracts with existing partners (list to be defined)
- Negotiate new contracts in coordination with VP Marketing, PR and Partnerships and CEO when needed

### **Place of Work**

You shall be employed at the Company's office in London. You may be required by the Company to travel within or outside the United Kingdom in connection with your employment.

### **Remuneration**

- Your remuneration will be defined according to seniority and experience.
- It is composed of a base salary + 20% bonus according to company and personal objectives
- The main personal objectives might include in particular:
  - Revenue in Cash
  - Revenue in Marketing funds with Partners
  - Brand awareness