

Senior Partnership Manager

Society Division:	Food Retail
Society Reporting Unit:	Commercial Team
Location:	Lichfield/Warwick
Reports to (job title):	Head of Commercial
Number of direct reports:	3
Number of in-direct reports:	1
Budget / Revenue Responsibility:	
Key Stakeholders:	Strategic Trade Plan Manager, Pricing, E/Q Commerce, Supply Chain, Marketing, Finance, Suppliers, Property.
Date of Job Description:	29.04.26

Role Purpose:

Accountable for the end-to-end management and performance of the food partnership strategy, identifying trends and understanding requirements of future food strategy to delivery an enhanced customer proposition through collaborative partnerships with third parties. You will work alongside the commercial category team, delivering sales, margin, and customer outcomes through effective partnership strategies including, ecomm, foodservice, lottery and parcels.

Role Responsibilities:

- You will ensure OurCoop has a full and thorough strategy for the engagement of commercial partners to ensure profitable growth for the future which is fully aligned to the wider food group strategy
- You will work with internal and external stakeholder as appropriate to ensure all aspects of the total food store offering relating to the use of external partners is maximising commercial benefit (i.e. property, IT)
- You will develop and lead all new and existing commercial strategic partnerships across the OurCoop food group from contract negotiation, commercials, communication, implementation and compliance
- You will be the key contact for external partners and commercial 3rd parties and you will regularly represent OurCoop externally and communicate critical and confidential
- You will identify appropriate partners for designated space in food stores, appropriate to your strategic goals and fully aligned to OurCoop Food Strategy.
- You will hold accountability and responsibility for ensuring the agreement of contracts and ensuring partners deliver upon them
- You will work with the partnerships managers from other trading groups, societies and understand how to leverage cooperation.

- You will ensure that the society remains updated regarding emerging and new market trends across the food retail sector in regard to partnerships
- To ensure that profitable business growth is accelerated, and that commercial success is achieved through appropriate pricing and cost to serve, including the ongoing monitor and review and potential exit of existing partners
- Work closely with format development and property teams to identify and develop future partnership strategies aligned to overall commercial and trading and food retail objectives.
- Use data and insight to inform decisions, optimise performance, and continuously improve Our Coop commercial outcomes.
- Work closely with the Format Development team to identify opportunities across the family of businesses and compilatory propositions for our Community Hub stores
- Occasionally situations may arise where other duties or tasks may be required as reasonably requested by the Society.

Skills & Experience:

Essential Skills

- Excellent communication skills
- Planning and forecasting strategic changes and understanding financial implications of partnerships contracts.
- Strong leadership and negotiating skills
- Teamwork and collaboration
- Commercial acumen including negotiation and contract building.

Desired Skills

- Understanding of compliance and contract negotiations
- Project delivery expertise

Essential Experience

- Previous experience of working in a retail management position with partnership responsibility.
- Experience of identifying new trading opportunities
- Experience of working with Ecomm or other delivery partners

Desired Experience

- Leading change and new business development
- Customer led insight and data interpretation.