



# Let's get ahead together



## We're looking for a Head of Partnership Solutions

(ALL GENDERS)

Are you creative and enterprising? Are you looking for the freedom you need to flourish as a manager? Then join us! At Barclays you can achieve far more than you might imagine at a bank. And that's because we're not your typical bank. We look for people who are not only full of energy but who also dare to take on new challenges.

You can have a real impact at Barclays and help shape the company's future. Not only do you have the opportunity to develop your own skills, but you can also help your team progress and drive the company forward. So, set your career free. Start your new and exciting journey at Barclays.

### What will you be doing

- Define and execute the B2B2C Partnership strategy with a particular focus that the solution range holistically meets customer and partner demand
- Build relationships with potential partners and lead negotiations from initial contact to contract stage
- Act as a thought leader and create wide influence on the organization

### What we're looking for

- Proven experience to acquire, set up and manage high performing and long term Partnerships with leading partner companies
- In-depth understanding of payments and e-commerce financing economics and dynamics
- Excellent leadership, communication and stakeholder management skills

### Skills that will help you in the role

- Deliver innovation that make a true difference for the consumer
- Excellent analytical and conceptual thinking
- Strong acumen for the relevance of risk management and culture

## What Barclays is all about

People are at the heart of everything we do at Barclays — both our customers and our employees. Giving people the opportunity to realise their full potential is incredibly important to us. Each and every one of our employees helps shape and enrich our unique corporate culture. A creative and diverse team is precisely what makes our mission possible, which is to reinvent payments and finance and give people the freedom to live how they want. More than 1.5 million customers are already benefiting from our renowned credit cards, instalment loans and even our brand-new financing offer in partnership with Amazon. It's no surprise then that we're one of Germany's leading online banks with more than 700 colleagues in Hamburg.

## What you can expect at Barclays:

- A competitive base salary
- A flexible budget to use at your discretion (including an HVV ProfiTicket for public transport, payments to employee savings schemes and other solutions)
- Significant employer contributions into a company pension scheme
- Company sports and fitness activities at special rates
- Bonuses on special occasions
- Up to 8 free tickets per season for the Barclays Arena
- 30 days leave (for a 5-day week)
- 2 work days available for community involvement, charity work or social outreach

## Apply now

We're looking for colleagues who are bursting with new ideas and are also full of energy to put them into practice. If you're interested in joining our dynamic team and helping Barclays develop, we would love to meet you. Please send your application to [kariereaussichten@barclays.de](mailto:kariereaussichten@barclays.de), complete with all required documentation (CV, certificates & references). Please also indicate your expected salary, earliest possible start date and include the following reference number: 123/2021.