

Job title: Partnerships Executive**Location: London or Cardiff (Hybrid working)****What is Sonovate**

We are a lending and technology company with a clear vision: to be The Funding Platform for the Future of Work. Our embedded payment solution empowers the new world of work. By offering flexible payments, it lets recruiters, consultants, and labour marketplaces place contractors and freelancers to unlock their cashflow to capitalise on the opportunities that flexible working provides. This means our customers can draw funds as and when they need them to pay their workers while waiting for end clients to pay them on their own terms.

Role Overview

The **Partnership Executive** plays a key role in driving the growth of Sonovate's global fintech business through the development and management of strategic partnerships. Reporting to the Head of Enterprise profit centre, this role is ideal for someone with high energy, commercial acumen, and a passion for building relationships that fuel business expansion. The successful candidate will grow & manage a portfolio of partners, ranging from commercial finance brokers and reciprocal referral networks to complex technology integration partners operating across SME and large corporate markets.

With a strong understanding of the contingent labour, recruitment, consultancy, or financial services sectors, the Partnership Executive will work collaboratively to identify, develop, and execute commercial opportunities that align with Sonovate's partnership strategy and wider business goals.

Key Skills & Responsibilities:

- Successfully grow the value within our Partnership channels by increasing the volume of inbound and outbound customer referrals, adding new partners and opening new channels.
- Own the E2E journey of new partner acquisition. Take full ownership of specific partner relationships, including managing commercial terms, executing channel strategies, and leading joint marketing or communications activity to drive lead generation and revenue.
- Maintain a strong portfolio of partners. Ensure all partnerships receive a high-quality, professional service that builds trust and long-term value. Proactively resolve issues and work collaboratively across teams to find solutions that balance growth, risk, and returns.
- Contribute to the evolution of Sonovate's partnership strategy by identifying new opportunities, shaping propositions, and working cross-functionally to turn concepts into successful commercial relationships.
- Act as a key internal bridge between partnerships and teams such as Sales, Operations, Risk, and Technology. Provide clear reporting on channel performance and embed knowledge of partnership objectives across the business.

What will you get in return?

- 28 days holiday + bank holidays
- Private medical insurance with Bupa
- Employee Assistance Programme
- Techscheme with Apple and Currys PC World
- Cyclescheme
- Working with latest technologies and leading SaaS providers
- Eye care vouchers with Specsavers
- 50% discounted gym membership
- 50% off mobile apps (Calm, Duolingo, Audible, Les Mills)
- 2 days charity leave per year
- You'll work for a company that is passionate about personal development and a strong community focussed culture

Sound interesting?

If your answer is 'yes' then click apply to find out more!

If you require any reasonable adjustments to support you during the interview process, please let our Talent Acquisition Partner (Alex Morrell) know – We're happy to help.

We know that diverse teams are strong teams. We promote a diverse, inclusive and empowering culture and are committed to recruiting, retaining and developing all our employees. A copy of our Equal Opportunities is available upon request.

Please note: All successful applicants who are offered a role at Sonovate will be required to pass background screening checks before starting with us. These checks will include National ID Checks, Right to Work, Employment References, Adverse Financial History, Criminal Record, Global

Sanctions, Bankruptcy checks. Our Talent Acquisition team will be able to run you through these in detail at the early stage of your application.