

## **Job Description: Business Development & Partnerships Marketer**

**Company:** The Yuolo Solutions

**Job Title:** Business Development & Partnerships Marketer

**Reports to:** Founder / Creative Director

**Location:** Hybrid (Field-based, Office, and Remote)

**Salary:** ₦100,000 Base + Uncapped Monthly Commission

**Employment Type:** Full-Time

### **About The Yuolo Solutions:**

The Yuolo Solutions is a dynamic third-party hospitality brand that seamlessly connects clients with exceptional experiences. We specialize in five core services: Accommodation Reservations, Car Hire & Security, Food Delivery, Self-Care Services, and curated Tourist Attractions. Our mission is to be the essential bridge between quality service providers and customers, ensuring every interaction is smooth, reliable, and high-quality.

### **Role Summary:**

Are you a hunter who thrives on building something from the ground up? The Yuolo Solutions is seeking a results-driven Business Development & Partnerships Marketer to be the architect of our supply network. In this pivotal role, you will be responsible for identifying, negotiating, and securing strategic partnerships with high-quality service providers across Abuja. You will directly drive revenue by expanding our portfolio of hotels, transport services, self-care vendors, and tour operators, ensuring they meet our premium standards. This is a role for a self-starter who is motivated by commission and the opportunity to build a market-leading network.

### **Key Responsibilities:**

Partnership Acquisition & Revenue Growth:

- Develop and execute a targeted outreach strategy to prospect and pitch to potential partners across all five verticals (Hotels/Apartments, Car Hire Companies, Restaurants, Self-Care Providers, Tour Operators).
- Negotiate and close favourable commercial terms, including commission rates, service level agreements, and exclusive partnerships.
- Own and exceed monthly and quarterly targets for new partner acquisition and revenue generation.

Relationship & Portfolio Management:

- Build and maintain strong, long-term B2B relationships, acting as the primary point of contact for partner businesses.
- Conduct regular business reviews with partners to ensure satisfaction, identify growth opportunities, and optimize performance.

- Represent The Yuolo Solutions at industry events, networking forums, and trade shows to build brand awareness and generate leads.

**Strategic Collaboration & Onboarding:**

- Work closely with the Operations Team to ensure a seamless onboarding process for new partners, including quality audits and training.
- Provide the operations team with clear partner profiles, agreed-upon terms, and service expectations.
- Conduct market and competitor analysis to identify new partnership opportunities and stay ahead of industry trends.

**Required Skills & Qualifications:**

- Proven track record in B2B sales, business development, or partnership roles, with a focus on closing deals.
- Exceptional negotiation, communication, and interpersonal skills.
- Strong presentation skills and the ability to articulate value propositions convincingly.
- Self-motivated and target-driven, with the ability to work autonomously and manage a full sales cycle.
- Excellent organizational and time-management skills.

**Education & Experience:**

- Bachelor's degree in Marketing, Business Administration, Hospitality, or a related field.
- Minimum of 2 years of experience in a field-based sales, business development, or partnerships role.
- Experience in the hospitality, tourism, or service industry is a significant advantage.