



Social Media Manager, footbao  
Location: São Paulo

## Partnerships Manager

### Company Overview:

footbao is a unique community around the biggest sport in the world where talents can show off their skills and fans can demonstrate their love for the game. Our purpose is to connect football talents and fans, fostering meaningful interactions and community engagement. As our first Partnerships Manager, you will play a pivotal role in shaping the future of our platform.

### Position Overview:

We are looking for an experienced Senior Partnerships Manager to join our team. This role involves managing and nurturing relationships with key partners including football clubs, ambassadors, and entities, as well as collaborating with content creators and handling PR and external communications.

### Responsibilities:

- Manage Relationship with Ambassadors: Develop and maintain strong relationships with football ambassadors to enhance brand visibility and engagement.
- Manage Relationship with Clubs: Foster and oversee partnerships with football clubs, ensuring mutually beneficial collaboration and brand alignment.
- Lead Communications to Football Entities: Coordinate communications with football entities like clubs confederations, to establish and maintain productive relationships.
- Manage Relationship with Partners: Develop and nurture partnerships with organizations like NGOs, ensuring alignment with our brand's mission and values.
- Build Success Stories from Partnerships: Create and share success stories highlighting the positive impacts and achievements of partnerships.
- Anticipate Calendar Events: Proactively plan for major football events such as cups and fairs, aligning partnership activities to maximize engagement.
- Strong Relationship with Content Creators: Cultivate relationships with content creators to enhance the quality and reach of our platform's content.
- PR and External Communications: Manage public relations and external communication efforts to promote the brand and its partnerships effectively.
- Weekly Report: Compile and present weekly reports detailing partnership activities, successes, and areas for improvement.
- Lead Relationship with PR Agency: Oversee and guide the collaboration with the PR agency to ensure strategic alignment and optimal promotion of the brand.

### Qualifications:

- Proven experience in partnership management, preferably in the sports or digital media industry.
- Strong understanding of the football industry and its key players.
- Excellent communication and relationship-building skills.
- Ability to manage multiple projects simultaneously and meet tight deadlines.
- Strategic thinker with a strong ability to identify opportunities for growth.
- Bachelor's degree in Business, Marketing, Communications, or a related field.



**Benefits:**

- Collaborative and dynamic work environment.
- Opportunities for continuous learning and professional development.
- Active participation in challenging and innovative projects.
- Competitive compensation and comprehensive benefits.
- Paid time off.
- Flexible work hours and remote work.

footbao is an equal opportunity employer and we value diversity at our company. We do not discriminate based on race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.