

Partnerships Manager

**100% Remote (European time zone preferred)
(Full-time)**

To apply for this position please send your CV to recruitment@singularitynet.io informing the job title on the email subject line.

What you should know about the SingularityNET organization

SingularityNET is the world's leading decentralised AI platform and organisation. The SingularityNET decentralized network, and the associated nonprofit SingularityNET Foundation, were founded in 2017 with an extraordinarily ambitious and important mission: To work toward beneficial Artificial General Intelligence (AGI) guided and controlled in a democratic and decentralized manner. Now in an exciting exponential growth phase, SingularityNet is launching a number of inspiring and ambitious spin-off projects planned as part of its Phase 2 whitepaper, including infrastructure, media and biomedical projects.

Global and decentralised, SingularityNET works with a team of c.a. 100 talented scientists, engineers and operational experts, working either remotely or in hubs of excellence worldwide. At SingularityNET we value collaborative and creative ways of working, within a culture of openness and transparency where every team member is empowered to make their finest contribution and thrive. We are committed to diversity and inclusion and all candidates are welcomed and encouraged to apply irrespective of race, gender, age, religious beliefs, LGBTQ+ affiliation or any other minority characteristic.

Responsibilities:

We are looking for a Partnership Manager who will be responsible for building and maintaining strong relationships with our new and existing partners. The role will directly report to Singularity's Leadership Team and will be working across all of SingularityNet's verticals.

As a part of the role, you will:

- Develop and manage relationships with our partners
- Scout for new opportunities and reach out to potential partners. You would be leading the presentations, negotiations, and deal closures.



- Complete due diligence and work with legal team to get the contracts covered and onboard the partners
- Provide periodic reporting to the senior management on the status of all partnerships

We are looking for people who have an understanding of the fast-changing crypto landscape.

Experience in the following areas will be beneficial:

- Previous experience in a startup or a high growth company
- Experience in Business Development in B2B/B2C space
- Experience in deal negotiations and revenue forecasting
- Understanding of Crypto Ecosystem is beneficial

Please submit your resume and a covering letter.