

Partnerships Manager Italy - Permanent contract

We are looking for a Partnerships Manager Italy to join our team in Rome.

Company overview

Our mission is to make everyday life easier by offering services to compare, subscribe to, and manage household contracts. Initially focused on energy price comparison, Selectra has expanded its activities to internet and mobile subscriptions, as well as insurance, banking, home security systems, and energy renovation. Our ambition is to become the reference solution for consumers who want to manage all their subscriptions and household expenses through a single tool.

With 2,000 employees across 14 countries and €106 million in revenue in 2024, Selectra is one of Europe's leading scale-ups. We ranked 399th in Les Echos' "Champions de la Croissance 2025" and are regularly listed by the Financial Times among the fastest-growing European companies.

In its recruitment process, Selectra values humility, passion for one's work, and excellence in one's field, fostering a genuinely stimulating work environment. Age and seniority matter less than learning ability: at Selectra, young graduates frequently hold leadership positions. Rejecting many of the common pitfalls of the modern workplace (unnecessary meetings, bureaucracy, slow decision-making) is deeply embedded in our DNA, and we never allow unhealthy working situations to persist. In short, we create the conditions for a calm, supportive, and collaborative work environment, which we believe is essential to attracting top talent and achieving our ambitions.

Job description

Context

- The Partnerships team is responsible for developing lead-generation agreements with referral partners who send leads to Selectra (real estate companies, banks, etc.). Our ambition is to make partnerships the company's primary acquisition channel.
- Our service offering consists in supporting our partners' customers with the subscription of their electricity, gas, internet, and home insurance contracts, among others. This service is particularly relevant for individuals moving into a new home, as well as for anyone looking to review their contracts and reduce their household expenses.

- You will report directly to Maxime, Deputy Managing Director. In this role, you will interact with a wide range of external stakeholders as part of your partnership activities, as well as with several internal teams at Selectra (CRM and telephony teams, local business developers, etc.).
- Your main responsibility will be to prospect and sign referral partners for Selectra, including real estate agency networks, social housing providers, banks, real estate service providers, and insurers. You will then be responsible for activating these partners and maximizing the commercial performance generated through them (lead volumes, revenue).

Your missions

Mission 1: Prospecting and signing partners

After one year in the role, you are expected to have:

- Prospected all of the following types of companies operating in Italy: real estate agency networks, real estate agent networks, real estate service providers, social housing organizations, and banks.
- Having joined all relevant professional networks enabling you to meet and engage with key decision-makers within the companies you aim to partner with.
- Reached a signing pace of three referral partnerships per month.
- Achieved the following volumes of unique customers:
 - Month 3: 50
 - Month 6: 100
 - Month 12: 200

Mission 2: Activation and follow-up of signed partnerships

- You are expected to onboard every partner you sign, in line with the terms defined during the partnership negotiation, within one month of the partnership agreement being signed.
- For each new partner, lead transfer and lead processing workflows must:
 - Be fully MECE (mutually exclusive, collectively exhaustive)
 - Maximize both lead volumes and conversion rates
 - Be as automated as possible
 - Be thoroughly documented in our knowledge management tool (Basecamp)
- Partner billing and relationship management processes must be fully operational and error-free, in order to avoid any risk of losing signed partnerships. This includes, in particular, monthly or quarterly invoicing with zero errors, annual meetings or lunches with the most strategic partners, and monthly check-ins with key partners.

Profile

Technical skills

- Strong sales skills: you must be convincing and persuasive to successfully promote Selectra's concierge service to prospective partner companies.
- Full proficiency with Google Workspace and/or Microsoft Office.
- Proven experience in similar roles from 2 to 5 years.
- Key account management: ability to manage Selectra's partner portfolio and maximize both partner satisfaction and the volume of leads generated.
- Strong technical aptitude: enabling a thorough understanding of our sales processes and partner lead management workflows, with the objective of maximizing conversion rates and partner satisfaction.
- Language skills: native proficiency in Italian and at least intermediate proficiency in English or French (minimum B2) to interact with internal teams at Selectra.

Soft skills

- Excellent interpersonal skills: ability to quickly build trust with stakeholders and lead them to sign partnership agreements.
- Strong networking ability: capable of building and leveraging a network to secure partnerships for Selectra more effectively.
- Project management: ability to lead projects end to end, with a high level of standards and rigor applied to every deliverable.
- Resourcefulness and hands-on mindset: able to find solutions to new obstacles and tackle issues directly to ensure the success of your business unit.
- Unwavering determination: persistence in achieving objectives despite challenges and setbacks encountered along the way.
- Flexibility: Selectra has retained a startup culture and expects a high level of adaptability from its team members.
- Reliability and delivery focus: when a task is assigned to you, it is completed and delivered on time, without being forgotten.
- Efficiency: ability to act personally or delegate effectively to achieve fast results while minimizing resources used.
- Strong organizational skills: ability to anticipate deadlines and plan workload accordingly.

- Innovation mindset: dissatisfaction with the status quo, leveraging technology and process creativity to achieve objectives at lower cost or identify new business opportunities.
- MECE communication: all deliverables are structured, clear, and easy to understand for any stakeholder.
- Rigor and high standards: consistently inspiring confidence among colleagues and partners.
- Strong results-driven mindset.

Recruitment Process

- HR interview.
- Interview with your future manager, [Maxime de La Raudière](#), Deputy Managing Director.
- Interview with [Xavier Pinon](#), Co-founder and Chief Executive Officer.

Terms and Conditions

- Permanent contract.
- Initial probation period of six months.
- Start date: as soon as possible.
- Position based in Rome (remote).
- Fixed salary based on profile + Highly attractive variable compensation in case of success.

Selectra is committed to equal opportunity and ensures that no consideration of gender, age, skin color, sexual orientation, or any other discriminatory factor interferes with the recruitment process.

We inform you that your personal data will be processed electronically and handled confidentially. Your data will be retained for up to three years following the submission of your application. Access to your data is strictly limited to employees within the Human Resources department for internal purposes only. You may access, rectify, or delete your data at any time by contacting dpo@selectra.info.