





Strategic Partnerships Manager

Partnerships

-  **Salary:** upto £75,000 DOE
-  **Location:** London, UK
-  **Type:** Full-Time, Permanent
-  **Reports To:** VP Customer Success & Partnerships

About Lunio

We are a rapidly scaling dynamic SaaS company with a team of approximately 50 employees. As we continue to grow, we are committed to maintaining our collaborative, innovative, and people-first, performance-focused culture. At Lunio, we believe that our employees are our most valuable asset and key to our success.

About The Role

We are looking for a Strategic Partnerships Manager who will play a core role in building and growing Lunio's partner ecosystem, covering both strategic technology alliances and agency partnerships. This role blends commercial relationship management, cross-functional collaboration, and operational delivery to help partners succeed with Lunio. It supports revenue growth, product activation, and our long-term ability to influence the broader adtech and performance marketing space.

What You'll Do

- Identify and activate high-value partners across tech vendors and media agencies aligned to our ICP
- Drive agency engagement and pipeline, supporting the enablement, education, and activation of top-tier referring partners
- Build strong long-term relationships with partner contacts — from onboarding to advocacy — through thoughtful, proactive account management



- Collaborate with Sales, Marketing, and CS to deliver joint campaigns, co-selling motions, and referral enablement
- Own partnership operations, including tracking, documentation, reporting, and renewal workflows
- Capture partner feedback to shape roadmap thinking and inform positioning and GTM strategy
- Monitor performance metrics, identify opportunities to increase activation, and evolve the partner playbook

What You'll Bring

Partnership Strategy & Execution: Can scope, structure, and deliver high-value partnerships. Balances short-term revenue with long-term value.






Agency & Vendor Knowledge: Understands the dynamics of performance agencies and adtech/martech providers. Can navigate shared goals and pain points.

Go-to-Market Collaboration: Comfortable working across Sales, CS, Product and Marketing. Understands how to build GTM plans that drive partner value.

Account Management: Builds trusted relationships with partners. Keeps communication clear, expectations aligned, and opportunities in play.

Organisation & Reporting: Maintains clean records, performance visibility, and operational rigour across partnerships.

Why Join Us?

-  Be part of a growing, innovative company with a dynamic and collaborative team.
-  Opportunity to shape and influence the Finance function in a rapidly scaling organisation.
-  Competitive salary and benefits package, including flexible working options.
-  Study Support Available
-  A supportive, inclusive, and diverse company culture.

Let's build something impactful together.

Apply now to join Lunio as we help marketers do more with every dollar.

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