JOB DESCRIPTION

Job Title: Executive/Senior Executive, Partnerships

Requestor	
Reporting Officer	Senior Manager, Marketing & Partnerships

Job Description

Jewel Changi Airport (Jewel), a world-class multi-dimensional lifestyle destination in Singapore, is developed by Jewel Changi Airport Trustee Pte. Ltd., a joint venture by Changi Airport Group and CapitaLand. Jewel is one of Singapore's most iconic travel destinations with a wide range of exciting offerings including retail and dining offerings, indoor gardens and leisure attractions, airport facilities as well as a hotel, all under one roof. These unique offerings in Jewel will enhance Changi Airport's status as a leading air hub globally.

We are seeking a highly motivated and driven individual to join our Marketing & Partnerships team. Individuals need to be versatile and have the aptitude to take on a wide spectrum of portfolio duties. This includes working with the Reporting Manager to identify and pitch to prospects for partnership collaborations, as well as support marketing efforts. This is a role in the Brand & Partnerships team that is instrumental in growing partnerships and delivering commercial outcomes for Jewel.

Partnership Development & Management (about 80%)

- Develop partnership decks, sponsorship opportunities, marketing commitments, and co-investment initiatives with strategic partners across industries.
- Identify and cultivate partner relationships to unlock marketing opportunities and achieve joint business objectives.
- Support marketing discussions and negotiations to achieve mutually beneficial business outcomes and competitive market offerings.
- Collaborate closely with internal business units to align priorities, maximise partnership value, and ensure successful execution of partners' events and activations.
- Act as the key liaison between partners and internal stakeholders to ensure the successful delivery of initiatives and operational requirements.

Marketing Communications (about 20%)

- Support the team and working with design agencies to produce creative collateral for Jewel's marketing campaigns.
- Supporting the team in ad-hoc marketing activities.

Skills/Knowledge Required
• Degree in Business, Marketing, Hospitality, Tourism or a related discipline. • Minimum 2–3 years of relevant experience in account management, business partnerships, sales, channel distribution or business development. Good commercial acumen with experience supporting business negotiations, partnerships and sales initiatives. • Strong stakeholder management and relationship-building skills, with the ability to engage and influence internal and external partners. • Strong communication, presentation and project coordination skills. • Meticulous, resourceful and able to manage multiple projects in a fast-paced environment. • Willingness to support partner activations, events and engagements outside of regular working hours, including weekends and public holidays where required. • Self-driven and results-oriented individual with the ability to work on your own initiative, effectively both as an individual and as part of a team. • Ability to work in a dynamic working environment with multiple stakeholders.

We thank all candidates for your interest in a job at Jewel Changi Airport, and regret that only shortlisted candidates will be notified.