



PARTNERSHIPS SPECIALIST

At **Rewardz**, we believe in creating change through positive reinforcement.

With our headquarters in Singapore, Rewardz operates in more than 30 countries through local offices and strategic partnerships. Since our establishment in 2012, we have consistently garnered recognition for our innovative technology and commitment to value delivery. Our robust platforms and extensive digital rewards marketplace contribute to sustainable business performance for over 500,000 users across > 150 companies. Whether it's engaging employees, fostering customer loyalty, or enhancing partners' productivity, our mobile and web solutions gamify rewards, ensuring they are easy-to-use, relevant, fun and engaging.

CERRA & SPUR, our offerings that bring together the latest best practices in rewards, recognition, and incentives, empower organizations to drive desired behaviours and increase engagement.

At Rewardz, we believe in providing a conducive environment for both lateral and vertical growth in areas individuals aspire to be in. We understand that everyone has a choice in their career direction.

Discover more about us at www.rewardz.sg

About the Role

We're looking for a driven and curious individual to join our Partnerships team. If you are someone who loves discovering new brands, negotiating win-win collaborations, and coordinating campaigns that bring rewards to life, this is for you.

This is an entry-level position, ideal for recent graduates or early-career professionals who want to grow into a commercial role. You'll receive mentorship and structured training in vendor management, negotiation, and campaign execution.

Responsibilities

- **Merchant Acquisition:** Identify, reach out, and onboard new merchant partners offering digital e-vouchers, brand perks, unique experiences, and product rewards
- **Vendor Relationship Management:** Maintain strong relationships with existing partners; handle communication and issue resolution. Leverage on opportunities and upcoming projects
- **Negotiation:** Work with merchants to secure favourable terms, promo rates, and collaborations aligned with client and campaign needs while ensuring legal and operational compliance
- **Campaign Coordination:** Work closely with Sales and Client Success Team to understand campaign requirements to support client campaigns by managing merchant deliverables, visuals, and timelines
- **Catalogue Management:** Coordinate with Operations Team to ensure timely listing, testing, and updates of merchant rewards

- **Market Research:** Monitor competitor catalogues, pricing, and market trends to identify opportunities
- **Collaboration:** Work closely with internal teams such as sales, operations and finance to ensure seamless process for fulfilment, with focus on high customer experience and satisfaction

You'll Succeed In This Role If:

- You are pro-active and resourceful. You have a “can-do” attitude. You take ownership of the tasks and projects assigned to you. You do not wait for instructions to act.
- You communicate confidently and build rapport easily
- You are organized, detail oriented and can coordinate multiple projects
- You love to learn how businesses and partnerships work behind the scenes
- You thrive in a fast paced, start-up like environment

You are a team player. You recognize that the quality, speed and accuracy of your work impact the work done by the rest of the team

Requirements

- Intermediate proficiency in Excel and PowerPoint
- Good pitching and presentation skills
- Familiarity with work tools like Canva, YAMM, ClickUp, Github or similar will be preferred
- Tech-savvy with some experience in navigating backend and frontend systems
- Candidates with a Diploma or bachelor's degree in business, eCommerce, Communications, Marketing or related fields
- A good command of both English and Chinese, both spoken and written, is preferred
- Have 1-2 years of work experience, demonstrating the qualities we require for you to be a good fit- Freshers with internship experience are most welcome.

What You Will Gain

You will be mentored by co-founders of the company and part of a small and cohesive team who are super passionate about our business. Every day in Rewardz is different and you will be part of an exciting, promising & fulfilling journey of growing the company's footprint the APAC region