



JOB TITLE: Partnerships Lead

CONTRACT TERM: Full time

SALARY: £35,000

LOCATION: ABBA Voyage Arena/Head office (central London)

REPORTING TO: Director of Partnerships

HOURS: Full-time

CLOSING DATE: N/A

ABOUT US:

ABBA Voyage is a concert like no other, blending cutting-edge technology, spectacular lighting, and some of the most beloved songs ever written. Since the custom-built arena opened in May 2022, the show has been astounding and delighting thousands of visitors from across the world. But as we continue to build on the success of the London show and with rapidly expanding growth plans, the journey is only getting started. We are looking for talented and passionate individuals to join our already world-class team. This is a rare opportunity to be part of something truly iconic and really make your mark. If you'd like to take your career to the next level, we'd love to hear from you!

See what audiences have been saying about the show [here!](#)

ROLE OVERVIEW:

We are looking for a highly motivated Partnerships Lead to help us expand our business through strategic partnerships. As the Partnerships Lead, you will be responsible for the effective account management of existing partners, as well as identifying and developing new relationships in order to drive growth and revenue for the company. You will work closely with cross-functional teams including sales, marketing and operations management to execute partnership strategies, including reporting on key ESG initiatives

If you are passionate about building partnerships, driving business growth, and working in a dynamic, fast-paced environment, we want to hear from you!

KEY ROLES AND RESPONSIBILITIES:

- Identify and prioritise potential partners based on strategic fit and business objectives
- Develop and execute partnership strategies that drive growth and revenue for the company
- Collaborate with cross-functional teams to ensure successful partnership implementation and execution
- Establish and maintain strong relationships with partners, acting as the primary point of contact
- Manage partner accounts and ensure their ongoing satisfaction and success
- Monitor partner performance and proactively identify opportunities for growth and improvement
- Provide regular reporting on partnership performance
- Stay up-to-date on industry trends and competitive landscape to identify new partnership opportunities
- Lead on developing ESG and charity strategies to retain existing partners and attract new ones
- Work closely with partners who create tentpole activities to encourage ticket sales, and develop strategies to maximise the impact of these activities on revenue and growth.

ABOUT YOU:

- Demonstrated ability to successfully identify, develop, and manage partnerships that drive business growth
- Fluency in Swedish
- Strong negotiation, communication, and collaboration skills
- Strategic thinker with strong analytical and problem-solving skills
- Excellent project management and organisational skills
- Ability to work effectively in a fast-paced, dynamic environment
- Experience in account management or customer success is a plus



- Understanding of ESG (Environmental, Social, Governance) and charity strategies, and their importance in developing and maintaining partnerships

WHAT'S IN IT FOR YOU:

- The opportunity to be part of a revolutionary concert
- Competitive salary and bonus scheme
- 6% matching pension contributions
- 10 complimentary tickets to the show every year
- Health Care Cash Plan, EAP and retail discounts

HOW TO APPLY:

Please send an up-to-date CV and a short cover letter to jobs@abbavoyage.com

DIVERSITY AND INCLUSION STATEMENT

Here at ABBA Voyage, we strive to be a business where difference is valued and everyone is able to thrive in a culture of equality, inclusion and belonging. We are committed to providing a truly inclusive environment that reflects today's society, where everyone is able to bring their true selves to work, and where diverse voices and backgrounds are valued, heard, and well-represented.

ABBA Voyage welcomes applications from all sections of society. We are committed to equal employment opportunities regardless of race, religion, or belief, ethnic or national origin, disability, age, citizenship, marital, domestic, or civil partnership status, sexual orientation, gender identity or any other basis as protected by applicable law. If you have a disability or additional needs that require accommodation, please do not hesitate to let us know at the point of application.

BE YOUR BEST STATEMENT

We want everyone to make the most of the opportunity to shine and showcase their talents, so we are happy to make adjustments in the recruitment process so you can be your best! Please don't hesitate in discussing any specific requirements with us, or if you would feel more comfortable, you can email us confidentially at peopleteam@abbavoyage.com to let us know how we can support you.