

Job Title: Partnerships Manager

Location: Remote (North America)

Company: OK Alone—LoneWorker Safety

Type: Full-time | Permanent

Salary: Competitive + Performance-based incentives

About OK Alone

OK Alone is a fast-growing SaaS company dedicated to keeping lone workers safe across the globe. Our easy-to-use mobile and web platform ensures employees working alone or in hazardous environments are connected, protected, and supported. Trusted by thousands of companies worldwide, we are passionate about innovation, reliability, and making a real difference in workplace safety.

Overall Purpose of the Role

As the **Partnerships Manager**, your mission will be to identify, develop, and nurture strategic partnerships that drive growth, enhance brand visibility, and extend the reach of OK Alone. This is a high-impact role, ideal for a driven and relationship-oriented professional who thrives in a fast-paced SaaS environment and is passionate about technology that makes a difference.

Key Responsibilities

- Develop and Execute Partnership Strategy:**
Create and implement a strategic roadmap for partnerships that aligns with OK Alone's business goals and growth objectives.
- Identify New Opportunities:**
Research and engage with potential partners including resellers, safety consultants, industry associations, and technology platforms to expand our reach.
- Manage Existing Partnerships:**
Strengthen and manage relationships with current partners, ensuring mutual value and continued alignment.
- Negotiate Agreements:**
Lead contract negotiations with new and existing partners, ensuring fair, scalable, and beneficial agreements.
- Cross-Functional Collaboration:**
Work closely with Sales, Marketing, Product, and Customer Success teams to develop partner-focused campaigns, integrations, and co-marketing initiatives.
- Track and Report Performance:**
Measure the success of partnership initiatives using KPIs and analytics, reporting regularly to senior leadership.

- **Market Intelligence:**

Stay current with industry trends, competitor movements, and new market opportunities to continuously refine our partnership strategy.

About You

- 3+ years in a partnership, business development, or strategic alliance role - preferably in SaaS or technology.
- Strong interpersonal and communication skills with a talent for building trusted relationships.
- Proven experience managing partnerships from initiation to execution.
- Strategic thinker with analytical skills and a results-driven mindset.
- Self-motivated, organized, and comfortable working in a remote-first environment.
- Experience in the lone worker safety or EHS (Environmental Health & Safety) space is a plus.

Why Join OK Alone?

- Work with a mission-driven company making a real impact in worker safety.
- Fully remote team with flexible hours and a strong focus on work-life balance.
- Competitive salary with bonus potential tied to performance and customer outcomes.
- Opportunity to shape a growing company's partnership ecosystem.

Ready to Join Us?

Send your CV and a short cover letter explaining why you're a great fit to:
debbie.martin@peoplesafe.co.uk
