

# Saaskart

## Partnerships Lead

Partnerships · Remote (India) · Full-time

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### About Saaskart

Saaskart is building the trusted marketplace and intelligence layer for how the world discovers, compares, evaluates, and buys software, AI agents, and service providers — powered by SIA, our AI buying assistant. We are remote-first, high-ownership, and buyer-first: we never sell a ranking and never fake a review.

### About the role

You grow Saaskart's vendor and channel ecosystem — the software companies, AI providers, and service partners that make the marketplace a living ecosystem. You build relationships that bring trusted supply, deals, and integrations to the platform.

### What you'll do

- Own the partnerships strategy and pipeline across software vendors, AI providers, and service partners.
- Recruit, onboard, and grow vendor and channel relationships and co-marketing opportunities.
- Negotiate listings, deals, and integration partnerships that benefit buyers and the platform.
- Partner with product and engineering on partner needs (dashboards, APIs, integrations).
- Represent Saaskart's buyer-first, independent values in every partnership.

### What we're looking for

- 4+ years in partnerships, business development, or alliances, ideally in SaaS or a marketplace.
- Track record building and closing partner relationships and pipeline.
- Strong communication, negotiation, and relationship-building skills.
- Comfort working cross-functionally and representing the company externally.

### Nice to have

- Existing network across software, AI, or services ecosystems.
- Experience with channel or marketplace supply growth.

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How to apply: email [careers@saaskart.co](mailto:careers@saaskart.co) or apply at [saaskart.co/careers](https://saaskart.co/careers) with your resume and a short note on what you'd want to own. All roles are full-time and remote (India).