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# Example of Advisory Manager Job Description

Our company is looking for an advisory manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for advisory manager

* Cultivate an understanding of your client’ business requirements, industry challenges and goals coupled with a strong understanding of how they are using their Advent solutions to maximize adoption, growth, and account retention the trusted advisor role with the client
* Develop account and engagement plans for Advent clients that outline their critical success factors, metrics for success, potential issues, and dependencies and provide recommendations for each
* Provide strategic oversight during the entire client journey including implementation, optimization, growth, renewal and ensure a seamless handover of knowledge and responsibilities where appropriate
* Identify expansion opportunities and collaborate with internal teams to ensure growth objectives and footprint increase
* Act as a collaborative partner with the Support teams to ensure client tickets are resolved to the best of Advent’s abilities
* Be the voice of the client to Product Management, Product Marketing, Support, Renewals, Services, Finance, building strong working relationship with each to ensure client success and consistency of contact
* Work collaboratively with the Marketing team to identify and build client references and client quotes for marketing or PR opportunities
* Accounting Policy and Advisory
* Provide project management/plans for UX project, eventually manage the program
* Work with dependencies from other team that are providing API, platform, and architectural input for the project

## Qualifications for advisory manager

* MBA/Phd from a premier institution (preferably top 10)
* CPA/six sigma or related experience would be an advantage
* Prefer manufacturing, automotive, consumer products, technology, strategy consulting, or other similar industry experience
* Outstanding record of professional achievements
* Ability to navigate through ambiguity, manage and coordinate multiple project assignments simultaneously in a fast-paced environment
* Fluency in English is mandatory, but please check the local office page for any additional language requirements