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# Example of Partner Relationship Manager Job Description

Our growing company is hiring for a partner relationship manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for partner relationship manager

* Establish and publish appropriate metrics for monitoring progress towards the CoE team goals, and drive actions where necessary to achieve those goals
* Provide performance feedback on an ongoing basis to application support functional team leaders
* Actively manages high priority new partners in launch
* Build strong partnerships with channel partner leadership and their teams to drive increased Chase Merchant Services’ penetration
* Managing complex escalations that may span across multiple business units
* Develop and execute a strategic revenue plan to achieve annual revenue goals
* Secure new regional and national retail partners with a minimum of $1 million revenue impact
* Create new and foster existing relationships with assigned accounts
* Identify and build relationships with UFCW locals as an integral part of partnership stewardship and expansion of the Labor Against Cancer initiative
* Secure $2 million in new revenue through UFCW & organized labor activities

## Qualifications for partner relationship manager

* Strong sales mentality with a hyper focus on driving bottom line performance, , increased acceptance,charge volume, and identifying and driving new opportunities that advances and deepens our relationships
* Exceptional communication (verbal and written) skills are essential the ability to interact professionally with a diverse group of executives, managers, and subject matter experts
* Strong relationship sales mentality with a hyper focus on driving bottom line performance, , increased acceptance,charge volume, and identifying and driving new opportunities that advances and deepens our relationships
* Eight to ten years of sales/relationship management experience in the healthcare/financial services industry
* Demonstrated ability to credibly coordinate between technical teams and business stakeholders, have an understanding of the systems and processes that will be utilized in achieving program objectives
* Minimum of 3-5 years’ experience in the payments industry