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# Example of Sales & Relationship Manager Job Description

Our growing company is looking to fill the role of sales & relationship manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for sales & relationship manager

* Independently generate new business and take ownership of this from beginning to end
* Interact strongly with customer at the Senior Management level with support on forming a relationship with C level contacts within these accounts
* Act as an advocate for the client to ensure their interests and requirements are represented to Salentica’s management
* Conduct regular on-site meetings with clients to determine direction, issues and opportunities
* Identify additional opportunities within the client and co-ordinate securing the business either directly, or by engaging the resources required to ensure success
* Growing Salentica’s foot print at the client in the areas of custom software, SharePoint, BI or additional components
* Have responsibility for meeting revenue targets from the Accounts managed
* Assist Salentica’s sales team with prospect product demonstrations & presentations
* Have or develop a thorough knowledge of Salesforce and/or Microsoft Dynamics CRM and Salentica CRM and how the solution can used by wealth manager firms and their various stakeholders
* Participates in the preparation of prospect proposals along with Salentica’s sales team

## Qualifications for sales & relationship manager

* 5+ years experience in a client facing/marketing or sales support role, within the Asset Management Industry
* Third level qualification, preferably a relevant one for this role
* Minimum 6 months of front line/field sales experience in financial services domain
* Wide range of contacts across all industry participants consultants, lawyers, third party outsource service providers, IT vendors, and associations
* Bachelor’s Degree or commensurate selection criteria experience
* Strong interpersonal skills, and demonstrate a commitment to providing personalized service