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# Example of Strategic Relationship Manager Job Description

Our company is growing rapidly and is hiring for a strategic 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 strategic relationship manager

* Primary point of contact for overall IT needs for a complex or heterogeneous business unit(s)
* Assigned and agreed targets Bad Debt, Volume, Profit, Margin, Contribution
* The retention and development of the assigned account portfolios
* Continuous business improvement
* Compliance with external regulation and internal controls within assigned account portfolios
* Ensure each member of the team has a personal development plan, is regularly appraised and is generally motivated in their role through active coaching and strong leadership
* Increasing revenue per client through sales of additional pricing and reference data services
* Protecting existing client relationships and revenue (retention)
* Managing new revenue and “at risk” client pipelines using Salesforce CRM
* Building deep knowledge and understanding of an assigned portfolio of clients

## Qualifications for strategic relationship manager

* The individual must be able to work independently on a variety of initiatives and tasks simultaneously
* Experience with formal project management methodologies and business development practices
* Strong and demonstrated decision making, collaboration and prioritization skills
* Ability to gather data, interpret the information, and develop a go forward action plans to ultimately solve the business issue at hand
* Exceptional skills in presenting to all levels of leadership in large group settings one-on-one interactions with Platform, BU and functional leaders
* Charismatic and team-oriented