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# Example of Strategic Relationship Manager Job Description

Our innovative and growing company is looking for a strategic relationship manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for strategic relationship manager

* Review protocols prior to finalization and provide input on cost and efficiency savings
* Serve as the face of the customer within Q² Solutions to ensure all stakeholders understand key customer requirements, provide service delivery excellence, achieve all customer milestones and develop/implement new services as required
* Serve as point of escalation for unresolved customer concerns
* Manage process to allow for timely completion of budgets and contracts
* Achieve revenue, bookings, and profitability targets
* Respond to all RFI/RFP requests and manage bid defense preparation and presentation
* Act as point person/facilitator for joint process initiatives
* Establish and ensure open communication channels with third parties
* Manage existing business agreements and relationships, including the management and oversight of client onboarding and solution delivery, fulfillment, use, and overall client satisfaction
* Grow existing business relationships by identifying process and operational improvements to solution delivery, client use, and solution impact to clients’ financial priorities, strategies, and tactics

## Qualifications for strategic relationship manager

* Five to ten years financial services experience, with a significant focus in sales, markets and investment product knowledge, analysis and strategy - viewed as an industry and investment “expert” by the client
* Demonstrates in-depth knowledge on all targeted products, industry and channel trends
* Client acquisition and cross-selling experience
* Strong verbal/written communication skills and ability to present effectively in group settings
* Ability to collaborate across sales, marketing, product, business and operations teams
* Self-motivated to push self and others for consistent results