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# Example of Strategic Relationship Manager Job Description

Our company is looking to fill the role of strategic relationship manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for strategic relationship manager

* Conduct, moderate and/or facilitate product trainings for clients on current or prospective products the client is using or evaluating
* Must have excellent verbal and written communication skills and an ability to conduct and present meetings via voice and video conferencing
* Manage ETF Business and Research home office relationships at select Independent Broker Dealers and Regional Banks
* Main point of contact for a portfolio of global clients and act as liaison to internal and external partners
* Own the business review and account plan for each client within the portfolio
* Quarterly review of company earnings, executive presentations and company news to recommend adjustments for the business account plan
* Lead client retention and revenue growth plans – Develops strategic business growth plan for allocated account portfolio
* Develops and implements strategic initiatives and GBT brand strategies to exceed key performance metrics including negotiating contracts with commercial terms securing revenues that exceed targets from GBT products, services and solutions
* Builds expansion opportunities and retains key clients by identifying new sales opportunities within existing accounts
* Drive alignment within the organization and company around the clients business, account strategies, objectives

## Qualifications for strategic relationship manager

* Demonstrated teamwork and leadership ability
* Pre-existing client relationships in the IBD channel preferred
* Adaptive, flexible style with the ability to work in a dynamic environement
* Self-Starter, able to identify areas of improvement and make suggestions or execute on changes
* Effective in a variety of presentation settings, one-on-one, small and large groups
* Ability to present technical information in a clear and effective manner