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# Example of Strategy Manager / Senior Manager Job Description

Our company is hiring for a strategy manager / senior manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for strategy manager / senior manager

* Organize market intelligence in a method that allows for continuous building of market data (crane orders, crane and other quayside capabilities, dredging projects and timelines)
* Partner with other divisions and corporate functions, participating in cross division initiatives and representing Hotels.com interests
* Maintain strategic alignment across the business
* Pushing forward and contributing to problem-solving in Strategy Group casework
* Developing and leading work streams that produce data-driven analyses to substantiate casework
* Communicating casework findings and recommendations to senior-level clients
* Discover and qualify new opportunities working directly or indirectly with customers and partners
* Provide program leadership and recommendations on qualified opportunities
* Lead discovery and planning sessions with partners and customers, while qualifying and implementing solutions
* Analyze acquisition opportunities and make recommendations

## Qualifications for strategy manager / senior manager

* Bachelor’s degree in a job related area required
* Minimum of 5 or more years of experience in a marketing, public relations, project management, or professional sales capacity
* Minimum of 2 or more years of managing others to include mentoring and coaching direct reports
* Minimum of 1 or more years of customer service experience
* Trained and experienced using Sprinklr as a social media management platform preferred
* Proven experience building relationships and negotiating through conflict with colleagues at all levels, including peers cross-functionally executives