



# Example of Core Manager Job Description

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Our company is growing rapidly and is looking to fill the role of core 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 core manager

- Resolve internal and external audit issues and propose new procedures when necessary
- Maintain a competent level of expertise and knowledge of the requirements of the various laws, regulations and rulings governing the IA and BD
- Keep abreast of regulatory updates that may affect business units and corporate departments
- Create and propose attractive solution/service to the customer while securing and expanding current sales opportunities, and have sales responsibilities to sell our solution/services towards the customer
- Establish and maintain a strong relationship with relevant interfaces in NTT Group to obtain their strategy and long/mid-term business plan and close sales opportunities
- As the interface towards the customer for the area of Packet Core, drive/lead all sales activities regarding with the responsible area
- Find out customer's needs, wants and requirements with strong business mindset and create attractive proposals through teamwork with Technical (Solution)/Service team including HQ in Sweden
- Explain and convince customer of the proposal with professional business way
- Negotiate the commercial conditions with customer's Procurement
- Follow up implemented systems and extend those systems further

## Qualifications for core manager

- Appropriate FINRA licenses strongly preferred (Series 7 and 24) but not required
- Strong interpersonal skills and the ability to work in a collaborative group setting with all levels of personnel with a high degree of professionalism and maturity
- Detail-oriented, possessing excellent organizational skills and the ability to work effectively and efficiently under pressure
- Ability to independently research complex issues and present findings in a clear/concise manner
- In-depth understanding of applicable laws, regulations and guidance, including FINRA and SEC
- Maintain highly confidential information in an ethical, professional manner, exhibiting strong awareness and understanding of ethical principles