



Example of Relationship Director Job Description

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Our company is growing rapidly and is hiring for a relationship director. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for relationship director

- Identify new technology partners and consistently uncovers new partner opportunities
- Responsible for leading the end-to-end renegotiation of agreements with partners as they expire (including midterm addendums designed to provide performance based incentives) while also leveraging the firm's resources to bring those agreements to fruition
- Partner with tech development team to ensure necessary tools are created that are integral to selling of CPS and other bank services through reseller channel
- Communicate with a portfolio of Institutional clients on all aspects of their relationship with Russell
- Build strong relationships with clients through regular meetings and social events
- Develop new business across Russell's services from existing clients
- Receive reports of daily issues and track resolution and long term mitigation
- Create agendas and facilitate weekly meetings, coordinate Vendor schedules for print production and on-site auditing, maintain list of all SLAs that the vendor is contractually obligated to
- Collaborate with Vendor resources on Lean/Six Sigma initiatives and problem solving sessions
- Serves as the escalation point of contact/ liaison to ensure appropriate information exchange

Qualifications for relationship director

- Thorough knowledge of investment markets and of the investment management and pensions industry in the UK and other markets including regulatory regimes
- Ability to command respect from senior contacts at client organisations
- Candidates with a CFA/IMC or other finance related professional qualifications are preferred
- Involves formulating the account plans for the relationships, in line with strategy, and making sure they are executed across product and geographies
- Development and execution of strategies necessary for the acquisition of new customers and to identify new business opportunities with existing customers