



Example of Relationship Manager, Senior Job Description

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Our company is growing rapidly and is hiring for a relationship manager, senior. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for relationship manager, senior

- Is primary partner advocate
- Manage partners P&L's
- Drive financial forecasts and planning through development of marketing strategy and plans and financial models
- Experience with Sales Force, PowerPoint, Excel to develop and deliver quality presentations
- The job functions are not scripted
- Define renewal and cancel/save customer communication strategy to drive Office 365 consumer subscription renewal, save at point of cancelation, and win-back
- Define retention offer strategy including before and after point of renewal
- Acting as the key account representative to develop and drive sales pipeline
- Handling forecast, pipeline, and plan for achieving quarterly/annual quota
- Keep track on customer's business and report any early warning signals

Qualifications for relationship manager, senior

- Excellent communication/ interpersonal skills to ensure cooperation and team-work both within the team and cross department
- At least 8 years experience in both industry (FI) and client relationship management
- University graduate, major in Economic, Banking, Finance or Accounting

- Active Series 7 and 63 licenses are required