



# Example of Strategic Senior Manager Job Description

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Our company is searching for experienced candidates for the position of strategic senior manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for strategic senior manager

- You support private label products with project management across external and internal partners including business development, account management, product, technology, customer operations, finance, and marketing operations
- Develop relationships with national accounts, key accounts and utilities to understand, educate and deliver services to meet their needs for DER and energy related value added services
- Ensures that assigned information systems are operated, maintained and disposed of in accordance with approved security policies and practices to maintain an effective and appropriate security posture
- Develops a security application within Microsoft Access or similar software that encapsulates all of the security disciplines within the OSO that will enable the production of timely and accurate security status of OSO-supported systems and related information
- Manage the pricing team, developing business and pricing acumen creating efficient internal processes and practices
- You evaluate partner performance using various proprietary and third party tools on a regular basis and share performance results with key internal and external contacts
- Actively seek out and recommend new products and services that increase profitability of existing and new customer relationships
- Knowledge of Global accounts within Financial Services, ensuring an understanding of their challenges and problems whilst assisting in optimisation, improvements and transformation of their business

## Qualifications for strategic senior manager

- Previous experience selling into Enterprise level customers within Federal Government
- SaaS (Software as a Service)
- Experience selling to strategic accounts in the Retail sector
- Knowledge of Transportation sector
- 3 years' experience similar role
- Commercial sciences/ Marketing/ Economical/ Business administration degree with about 8 years' experience under which strong project management experience