



Relationship Manager

New York

Interested in a career that bridges the gap between Mergers & Acquisitions and Technology? Sutton Place Strategies (SPS), an award-winning provider of market intelligence for the M&A origination community, is seeking a **Relationship Manager (RM)**. This is an opportunity to join a growing company of talented and motivated individuals, constantly exceeding expectations among private equity, lender, and advisor clients.

Mission

In this role you'll be expected to handle all the responsibilities of a typical Relationship Manager, and much more. At SPS, our RM's serve as the trusted advisor to our clients. We help them navigate the competitive and opaque world of deal origination to identify opportunities, streamline internal processes, and improve their firm's overall performance. We are the subject matter experts, employing a proactive & consultative approach that leverages SPS' decade-plus expertise of developing and implementing functional solutions.

Responsibilities & Objectives

- Engage customers proactively with regular strategy calls to cultivate a deep awareness of their needs, challenges, and goals. Create and deliver a plan so they derive the maximum value from their investment in SPS.
- Foster meaningful relationships across the client userbase, connecting and building rapport with key business executives and decision makers, from senior partners to analysts and associates.
- Collaborate with other SPS teams such as Client Services, Sales, and Research to ensure adoption and renewal.
- Advocate on behalf of clients during internal discussions to improve the SPS offering.
- Proactively prioritize accounts to focus efforts based on perceived risk and potential growth opportunity, documenting all relevant interactions in our CRM and providing regular forecasts.
- Develop a thorough understanding of the SPS solution and M&A industry to drive higher quality client engagements in order to increase retention KPIs.

Required Experience

- 4-8 years of direct client/account management experience in banking, financial advisory, fintech, or related fields, preferably SaaS-based.
- Demonstrated ability to grow relationships and expand platform footprints within a client firm.
- Polished verbal and written communication skills, comfortable interacting with C-level executives and associates alike.
- Prior hands-on working knowledge of a nuanced data-centric product within M&A, FinTech, etc.
- General knowledge of M&A and private equity required.
- BA/BS or equivalent degree.

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Required Skills

- Serious Excel skills. Our clients often live in spreadsheets, you need to be able to walk the walk.
- Able to analyze potentially large amounts of data to derive analysis and insight.
- Effective multi-tasker, maintaining a strong sense of urgency through planning and execution of various initiatives.
- Strong collaboration and team building skills. This is a growing company and we succeed and fail together.
- Excellent follow up skills with great attention to detail.
- Willingness to travel, up to 15%. Averaging one trip per month.

Compensation

Based on experience and will consist of base salary, performance bonus, 401K/ match, SPS cost sharing of medical, dental and vision plans along with available Flex Spending Account, Commuter Benefits, Voluntary Life and Long-term Disability Insurance, Wellness perks and more.

Interested candidates should send a resume and other additional information to:

info@suttonplacestrategies.com

About Sutton Place Strategies, LLC.

Founded in 2009, Sutton Place Strategies is dedicated to helping investors, corporate buyers, lenders, and advisors maximize their business development effectiveness. The firm's core product, the SPS Portal, is the convergence of actionable data with proprietary technology that is designed and dedicated to improving deal sourcing.