



Relationship Manager

New York

Interested in a career that bridges the gap between Mergers & Acquisitions and Technology? Sutton Place Strategies (SPS), an award-winning, deal sourcing intelligence provider for the M&A deal community, is seeking a **Relationship Manager**. This is an opportunity to join a growing company of talented and motivated individuals, unified in the common goal of exceeding our client's expectations.

Mission

The SPS Relationship Manager serves as the trusted, dedicated advisor to our loyal clients, helping them to achieve success, as well as better fund performance. By leveraging a proactive consultative approach, the RM brings SPS' very best ideas and capabilities to their portfolio of clients, determining the best approach for leveraging SPS resources and providing recommendations on how to implement. The RM is an integral role at SPS, and we are looking for a strong contributor to join our team that is focused on developing client loyalty, employing transformational procedures, and most importantly strengthening relationships with our clients.

Responsibilities & Objectives

- Proactively prioritize accounts to focus efforts based on perceived risk, potential growth opportunity, strategic value, and renewal time frame.
- Cultivate an understanding of your clients' requirements, industry challenges, and goals tied with an understanding of how the client is utilizing SPS services to maximize adoption, growth, and retention.
- Grow long term relationships with clients, connecting and building rapport with key business executives and decision makers.
- Effectively deliver scheduled client review sessions with key contacts and be responsive with client inquiries.
- Create account specific engagement plans for SPS clients that outline their metrics for success, potential issues, and dependencies with recommendations for each. Collaborate with internal teams such as Client Services, Sales, and Marketing to ensure execution of account and engagement plan.
- Work closely with the Client Services team to identify new opportunities and facilitate transitions following initial onboarding, CRM integrations, etc.
- Identify opportunities for additional services and collaborate with the sales teams to ensure growth objectives.
- Be the voice of the client to Product Development, Client Services, Marketing, Sales, and Research to build strong working relationship with each and ensure clients success.
- Develop a thorough understanding of the SPS solution and M&A industry.
- Collaborate with Marketing to identify and build client references, testimonials, case studies, etc.

Required Experience

- Key to this role is being able to engage clients, articulate value, and effectively communicate the SPS story of transforming deal sourcing for private equity and other M&A participants. As a trusted advisor, the RM is the post-sales success leader for the client.
- Extensive direct client/account management experience in enterprise software, FinTech, or a related field.
- Possess excellent verbal and written communication skill with ability to multi-task with little supervision.
- High degree of organization, efficiency, urgency, and follow through on planning and execution.
- Demonstrated ability to grow relationships and expand platform footprints within the client's firm.
- Excellent interpersonal skills and the confidence to be an honest advocate, willing to speak up when needed.



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Required Experience (continued)

- Prior hands-on working knowledge and/or implementation of a technical product within the FinTech space.
- Strong collaboration and team working skills.
- Excellent follow up skills with great attention to detail.
- Knowledge of the M&A and private equity community a plus.
- Willingness to travel.
- BA/BS or equivalent degree.

Compensation

Based on experience and will consist of base salary, performance bonus, 401K, medical, and comprehensive benefits package. 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.