

**Relationship Manager:** Job Duties: Manage and expand relationships across the entire bank/s by interacting with high profile senior stakeholders and leadership within the corporate and investment bank industry in this client-facing relationship management role. Manage and run day-to-day interaction with key client contacts. Build a network of market-knowledgeable individuals within the client bank and conduct regular meetings to gather market insights. Prepare commentaries documenting key takeaways and insights. Own project management from inception to delivery of benchmarking analysis, map out and manage the deliverables through the project lifespan, collaborate with colleagues to achieve desired outcomes, and ensure effective usage of Coalition Greenwich internal resources. Analyze and interpret analytics and present the output intelligently and impactfully to clients. Manage the workflow process with offshore teams. Drive new business and contract renewal negotiation and scope/price client projects. Set project metrics, identify the means of intelligence gathering, and prepare and present the results to client senior management. Develop an understanding of the competitor landscape, bespoke client taxonomy and key performance differentiators within the Corporate and Investment Banking space. Work directly with business heads, strategy teams, business management, and other key stakeholders to coordinate the delivery of Coalition Greenwich analytics products and support bank personnel to utilize these analytics to make day-to-day and long-term business decisions. Support Corporate and Investment Banks with their strategic and tactical decision-making in the following (but not limited to) three areas: 1) Competitor Analytics: benchmark revenues and headcount to assess competitive positioning and opportunities; 2) Financial Resources: analyze cost, Risk Weighted Assets (RWA), exposure, and returns to understand resource requirements and efficiency; and 3) Client Intelligence: perform quantitative sizing of individual client wallets across Financial Institutions and Corporates which are used to assess and target specific client opportunities, coupled with qualitative client feedback analytics. Together these quantitative and qualitative analyses are used by banks to define an actionable client strategy.

Requirements: Bachelor's in Quantitative discipline (ex. Economics, Engineering, Business) and 18 months of experience in client relationship management in an investment, sales and trading or corporate bank; or within the financial services practice of a consulting firm or specialist competitive intelligence firm.; and 18 months of : 1) knowledge of global financial markets, investment banking industry or Corporate and Investment Banks (CIB); 2) experience applying market research to business decisions. Position is based out of 55 Water St, Floor 44, New York, NY 10041. Rate of Pay: \$87,838.00-\$145,000.00/year. Benefits include: health insurance; retirement plans; PTO; education reimbursements; relocation support. Qualified applicants please submit resume to [Ertina.Dyrma@crisil.com](mailto:Ertina.Dyrma@crisil.com) or HR Manager, CRISIL Irevna US, LLC, 55 Water Street, Floor 44, New York, NY 10041.