

Manager - Strategic Relationships

 Closing Date: 30th September 2022

Job Profile

- Drive the business growth and profitability by increasing the Amex market share amongst the categories / Merchants assigned
- Develop and manage Amex value propositions within the categories assigned by maintaining close relationships with the category merchants
- Drive the category management and marketing promotions by increasing Amex market share within the key merchant partners and initiating strategic tie ups to support the value proposition
- Develop a relationship management program to penetrate market share of the merchants in the categories assigned within the top 100
- Maintain and enhance the operations effectiveness to understand merchant acquiring policies and merchant profitability measurements
- Constantly monitor competitor activities and escalate to Amex Card management team in order to negate any loss in market share
- Develop and motivate the staff to achieve business objectives

Experience & Qualifications

- Minimum 7-years' experience out of which 2 years at a Deputy Manager level with exposure to marketing activities and promotional planning
- Experience in managing a customer portfolio will be advantageous
- A full/part qualification related to Marketing (SLIM/CIM)
- A sound knowledge of marketing activities and promotional planning
- Good Management skills
- Sound knowledge in MS office package
- Excellent interpersonal & communication skills

Please forward your CV to careers@nationstrust.com specifying the vacancy which you are applying for on the subject line. Kindly note that only shortlisted candidates will be called for the interview.