



Title: Relationship Manager
Department: National Accounts

Summary:

The Relationship Manager will be responsible for proactively managing client relationships in order to ensure seamless delivery of GW&K's products and services.

Responsibilities:

- Provide ongoing reviews to clients in order to retain and enhance relationships
- Communicate with clients regarding investment strategy, performance and market developments
- Understand all of GW&K's capabilities and respond to client questions across equity, municipal bond and taxable bond product offerings
- Act as a resource for the Marketing team throughout the RFP process, providing information and support on technical questions
- Work closely with Client Service to proactively resolve account issues
- Provide feedback to Sales and Client Service about relationship issues and client needs
- Maintain and enhance client relationships through frequent meetings and discussions; provide commentary regarding the impact of economic conditions on the portfolio
- Oversee the onboarding of new client mandates

Qualifications:

- Bachelor's degree required; MBA or CFA preferred
- 10 plus years of related industry experience with a focus on relationship management and client service
- Ability to build and maintain good working relationships with clients
- Demonstrated problem solving and client management skills
- Ability to leverage resources in order to meet client needs
- Strong presentation skills
- Travel required