



## **Bank Relationship Manager - London**

Sentenial is the leading provider of SEPA (Single Euro Payments Area) solutions; with clients ranging from SMEs to large global banks. The company has built a reputation for best in class products, accurate and efficient delivery, and excellent customer service. Sentenial is an ambitious, dynamic and fast-growing company and are currently seeking to recruit a hard working, driven; self motivated Bank Relationship Manager who is keen for an opportunity to make a difference.

### **The role involves:**

- Developing, managing and supporting Sentenial's Bank partnerships.
- Managing and maintaining strong relationships with new and existing Banks, new business development and swift resolution of issues as they arise.
- Providing an exceptional level of customer service, support and account management at all times.
- Identifying opportunities where Sentenial can add more value to our customers.
- Providing sound advice to the decision-makers at all times.
- Communicating ideas and information in a constructive and positive manner.
- Strong influencing skills and an ability to influence without direct line reporting authority.
- Developing joint marketing and promotional programs with bank partners to ensure the market success of products.
- Being flexible, enterprising and proactive in recommending ideas, solutions and methods to improve business performance.

### **Candidate Requirements:**

- A minimum of 6 years experience in a similar revenue driving role.
- A proven ability to act as a trusted advisor to customers and identify value generating opportunities.
- A proven ability in building relationships and identifying/working with key decision makers.
- Excellent communication and organisational skills.
- Sales driven, result orientated and customer focused.
- A strong track record in working cross functionally.
- A self starter needing low level management time that will be consistently proactive in the role of developing new and existing business and perform day to day responsibilities.
- Understands the market issues and trends affecting consumer buying trends.
- A demonstrated ability to influence, negotiate and communicate cross-functionally and externally.
- An ability to thrive in a fast-paced, fluid, and collaborative environment.
- Fluency in French and/ or Dutch would be a distinct advantage.

**Desirable:**

- SEPA knowledge and experience.
- Fluency in additional European languages would also be an advantage.

To apply please quote Bank Relationship Manager Position and send a CV / cover letter to [careers@sentenial.com](mailto:careers@sentenial.com)

No assistance required from agencies at this time. Thank you.