

**Job Title:**

Relationship Manager

Main Purpose of Job:

In this role, you will be responsible for developing and maintaining positive relationships with key clients within the automotive industry. You will act as a trusted advisor, understanding their needs and exceeding their expectations. Your success will be measured by your ability to build long-term, mutually beneficial partnerships that contribute to the company's growth.

People are very important to us, and we want to surround ourselves with those who share our values. This includes our partners, customers and suppliers and therefore building and maintaining strong connections is an essential part of this role.

A passion for lifelong learning and a drive to push boundaries are essential, as your role will evolve alongside our growing business.

Responsible to:

COO

Main Tasks of Job:

- Build and nurture strong relationships with current and prospective partners, including dealerships, leasing companies or OEMs.
- Gain a comprehensive understanding of our partners' businesses and stay up to date with industry trends to proactively deliver valuable insight.
- Manage and monitor partner accounts, tracking performance metrics and report on key data to identify growth opportunities.
- Work closely with our product and engineering teams to keep up to date with our platform features and functionality.
- Collaborate with internal teams (operations, marketing, engineering) to ensure a seamless partner experience.
- Act as the voice of partners internally to ensure their requirements continue to be at the heart of our decision making processes.
- Nurture and expand a pipeline of qualified prospects to build a strong partner ecosystem.

- Work strategically with marketing and product teams to deliver on our Product Led Growth initiatives.
- Negotiate and finalise contracts, ensuring they are beneficial to both parties.
- Stay up-to-date on industry trends and competitor offerings.

Experience

- Minimum of 3-5 years of experience in a relationship management role, preferably within an automotive or SaaS environment.
- Proven track record of building and maintaining strong client relationships.
- Excellent communication, interpersonal, and negotiation skills.
- Strong analytical and problem-solving abilities.
- Ability to work independently and manage multiple priorities.
- Proficient in CRM software e.g. Hubspot.

About Wagonex

Based in Cardiff and founded in 2016, Wagonex is a leader in the UK's fast-growing vehicle subscription market, giving consumers direct access to vehicle subscriptions of all shapes, sizes, and lengths.

It specialises in building, launching, and growing vehicle subscription platforms for vehicle manufacturers and retailers. Wagonex has a strong track record in the industry and already works with many big-name partners such as Renault Trucks, Leaseplan, Kinto and mycardirect.

Developed over six years, Wagonex's advanced technology gives partners a quick route into vehicle subscriptions, offering greater flexibility and an enhanced digital experience to a new generation of tech-savvy customers.

With Wagonex, offering vehicle subscription could not be easier, with everything from marketing to insurance, customer verification, and vehicle delivery coming together in one seamless digital package enabling partners to monetise inventory and drive innovation.

Benefits

- 25 days Annual Leave + Bank Holidays
 - Buy & Sell up to 5 days Annual Leave
 - Birthday days off
 - Paid Sick Leave (up to 5 Days per Year)
 - Hybrid working - Head Office in Central Cardiff
 - Opportunities for professional development and growth
 - Company Share Options
 - Salary Sacrifice Pension Scheme
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To Apply

Please register your interest [here](#).

We look forward to hearing from you.