

Account Manager (Atlanta, GA)



Location

Georgia

<https://www.genclassifieds.com/x-570242-z>

We are looking for passionate Account Managers who will partner with and ensure the long-term success of our customers while assisting with the growth of this company.

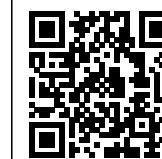
You will be responsible for developing long-term relationships with your portfolio of assigned customers, connecting with key business executives and stakeholders. You will liaise between customers and cross-functional internal teams to ensure the timely and successful delivery of our solutions according to customer needs.

Responsibilities

- Operate as the lead point of contact for any and all matters specific to your customers
- Build and maintain strong, long-lasting customer relationships
- Develop a trusted advisor relationship with key customer stakeholders and executive sponsors
- Ensure the timely and successful delivery of our solutions according to customer needs and objectives
- Communicate clearly the progress of monthly/quarterly initiatives to internal and external stakeholders
- Forecast and track key account metrics
- Identify and grow opportunities within territory and collaborate with sales teams to ensure growth attainment
- Assist with high severity requests or issue escalations as needed

Requirements

- Proven account management or other relevant experience
- Excellent listening, negotiation and presentation skills
- Excellent verbal and written communications skills



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