

ACCOUNT MANAGER – 1

About Us

Roku Management Consulting, LLC. (RMC) is an up-and-coming small business who utilizes experts to engage and assist business leaders with achieving practical results that focuses on people, processes, performance, and profits. In collaboration with our numerous partners, we focus on innovative strategies and solutions for sustainable growth and performance. As a result, our efforts have enabled small businesses to increase their bottom-line profits, expand their workforce, and enhance their business portfolio. Learn more at www.rokumanagement.com.

Our Culture

Our culture is professional casual, and the energy is high; we drive for results and have fun in the process.

Job Description:

The main purpose of this position is to identify critical markets and new customers in the assigned sales territory, plan opportunities strategy and develop key stakeholder relationships to ensure a strong foundation. The ideal candidate will also maintain and promote relationships with new customer contacts and oversee existing business relationships.

As an ideal candidate for the RMC Account Manager role, you must have successfully demonstrated or be willing to learn the following:

- Capability to apply a consultative selling framework to improve customer conversion rate.
- Experience managing a portfolio of assigned customer accounts.
- Ability to win new customers in assigned area.
- Ability to establish regular meetings with key stakeholders.
- Capability to uncover qualified opportunities to support customer challenges.
- Ability to foresee and anticipate challenges and act accordingly to minimize impact through regular customer meetings.

What You'll Be Doing:

- Interact with customers, partners, and vendors.
- Demonstrate understanding pricing programs and models.
- Develop strategic plans for all assigned accounts.
- Prepare comprehensive internal quarterly business reviews, present strategic plans and implement steps to grow sales, demand creation and improve customer service.
- Identify and create new business opportunities for RMC.
- Other duties as assigned.

What Are We Looking For?

The successful candidate will be a professional salesperson who can demonstrate an established career of achievement within a sales environment. The ideal candidate should also possess the following (preferred):

- Sales and prospecting experience.
- Excellent customer service background (customer focus).
- Strong verbal and written communication skills, good phone etiquette.
- Strong ability to deliver results (drive for results).
- Influence and relationship building skills (peer relationships).
- Sound business acumen and ability to understand and interact with customers of all types.
- Exceptional negotiation skills.

The Skills That Will Help You to Succeed Even More:

- Work experience in various sales industries.
- Self-motivated with a hardworking and proactive approach.
- Ability to learn product benefits and key technical concepts (training will be given).

What is in It for You?

This is an ideal career move for a motivated sales professional or college student looking to assume account management and responsibility working with international brands. The position will also promote and include the following:

- Empowerment
- Professional growth and development
- Flexible work hours
- Teleworking (fully remote to maintain work life balance)

Qualifications:

- High School or GED with 3 - 5 years business and/or sales experience.
- Business degree preferred.
- Exceptional critical thinking skills, independent thinker, and a great team player.
- Attention to detail.
- Price quote preparation.
- Proficient with Microsoft Office Suite such as Word, Excel, Outlook, and PowerPoint.
- Ability to deal with a rapid paced/multi-tasking fast growth environment is a must.
- Strong communication, documentation and presentation skills with a rigorous customer service attitude is required.
- Ability to remain flexible and can shift and adjust priorities quickly and efficiently.