



JOB POSITION: **ACCOUNT MANAGER**  
JOB LOCATION: **RIDGEFIELD, NJ 07657**

### **Spreengs is hiring!**

We have an opening for an Account Manager to join our team. You will be responsible for developing long-term relationships with a portfolio of clients, connecting with key business executives and stakeholders. We are looking for someone who can manage and develop client accounts to initiate and maintain favorable relationship with clients.

### **Responsibilities:**

- Be the primary point of contact and build long-term relationships with customers
- Help customers through email, phone, online presentations, screen-share and in person meetings
- Develop a trusted advisor relationship with key accounts, 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
- Update job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations
- Enhance department and organization's reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments
- Responsible for keeping current clients satisfied and delivering exceptional client service on a day-to-day basis
- Monitor and analyze customer's usage of our product
- Responsible for working with the Sales team to onboard and integrate new clients and developing existing client relationships
- Liaise between the customer and internal teams

### **Requirements:**

- Proven account management or other relevant experience
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization, including executive and C-level
- Experience in delivering client-focused solutions based on customer needs
- Proven ability to manage multiple projects at a time while paying strict attention to detail
- Excellent listening, negotiation and presentation skills
- Excellent verbal and written communications skills
- Bachelor's Degree in appropriate field of study or equivalent work experience
- 5+ years of marketing experience with agency background desirable
- Deep digital understanding
- Self-motivated and able to thrive in a results-driven environment
- Natural relationship builder with integrity, reliability and maturity
- Ability to prioritize among competing tasks
- Critical thinking and problem solving skills
- Understanding of website development, marketing, measurement and analytics, content management, digital marketing and internet technology



- Excellent time and project management skills. You're always looking to improve inefficient processes
- Keen attention to detail and adherence to deadlines
- Expert at Microsoft Office Suite, Social Media Platforms and help desk support software

**Top Skills & Proficiencies:**

- Prospecting Skills
- Teamwork
- Planning
- Build Relationships
- People Skills
- Initiative
- Customer Focus
- Emphasize Excellence
- Manage Multiple Projects
- Attention to Detail

**Note:** The above statements are intended to describe the general nature and level of work being performed by people assigned to this job. They are not intended to be an exhaustive list of all duties, responsibilities, and skills required of personnel so classified, and they may change at any time.

PLEASE APPLY WITH RESUME.

Job Type: Full-time.