



## REGIONAL ACCOUNT MANAGER

### **POSITION RESPONSIBILITIES**

The **Regional Account Manager (RAM)** will ideally meet or exceed management objectives of the assigned territory through professional techniques and long-term customer relationships in the area of post-implementation client activities. The RAM will play an integral role in the success of Client growth, retention and satisfaction. Specifically s/he will be responsible for:

1. Create and implement marketing/sales and account retention strategies.
2. Manage the functional delivery team along.
3. Client retention within a multistate region.
4. Visit existing accounts to ensure business retention.
5. Maintain executive level relationship management with clients.
6. Meet individual/team/company goals.
7. Monitor sales and recurring service sales subscriptions.
8. Research and become astute on industry needs/trends.
9. Explore and implement business development opportunities
10. Coach/develop employees.
11. Represent the company at trade shows and industry meetings.
12. Responsible and accountable for driving a consistent increase in revenue through generation of business and development of existing accounts.

### **PROFESSIONAL QUALIFICATIONS**

- Bachelor's degree or equivalent experience.
- Able to manage people and projects remotely.
- Skilled at presenting information and communicating with individuals in various roles, including those at the executive level of an organization.
- Proficient with computers and using Excel, MS Word, Outlook, PowerPoint and the Internet.
- Skilled in the art of delivering feedback, coaching and developing people.
- Able to create business correspondence, proposals and reports.
- Strong solution providing and decision making skills with ability to prioritize work.
- Able to successfully understand and implement policies, procedures and programs, while ensuring that department performance requirements are met.
- Willing to travel independently by car or air to areas that are rural and sparsely populated.
- Capable of thriving in a fast-paced environment and working well under pressure.

### **JOB CHARACTERISTICS**

- This position requires the RAM to work out of home as base operations
- Ideal Location: Multiple US-Based positions.
- Must be able to travel 60 - 70% of the time.

### **POSITION TYPE**

- Full-Time/Regular