

## **Relationship Manager**

Are you an experienced Relationship Manager who is looking for the opportunity to join a growing company right here in the Raleigh area? Are you experienced in growing existing accounts? Do you have the unique ability to develop and maintain great relationships and look for new? If so, you might be the person we've been looking for!

A Junxure Relationship Manager provides customer service to a select group of customers (platinum level) to increase client satisfaction and account growth. The Relationship Manager focuses on building strong long-term relationships with our clients by identifying needs and tailoring solutions from Junxure's wide range of products and services. They offer our clients a personal connection to Junxure, and guide them to receive high value from our software and services. Our Relationship Manager is ready to make the client experience a great one!

### **Responsibilities:**

- Effectively manage an assigned client base, ensuring that all clients receive a superb client experience.
- Strengthen the client relationship and expand existing client accounts through effective presentation of Junxure's products and services.
- Proactive outreach calling to existing Junxure's customer base.
- Cultivate current client relationships and identify opportunities to expand these relationships by responding to sales opportunities with creativity and innovation.
- Perform Junxure Check-Up for clients on an annual basis – recommending particular areas where training or consulting services would be helpful.
- Work with the Solutions Group to insure clients are receiving assistance in areas specified.
- Participate in cross-functional sales and marketing initiatives promoting new offerings to existing clients
- Lead and develop account strategies using clients' objectives, technical needs, budget and timelines.
- Present comprehensive proposals and overcome objections to win business.
- Perform additional duties as directed by management

### **What this role will require:**

- A desire to learn and work collaboratively with diverse teams.
- A customer service-oriented background.
- Proven ability to seize growth and value opportunities.
- Ability to grow and manage client base.
- Prospecting and identifying sales opportunities within the client base.
- Building rapport with the client with use of internal and external resources.
- Outstanding verbal and written communication skills.
- A positive attitude and a desire to succeed.
- Occasional overnight travel.
- A bachelor's degree.
- 3-5 years experience in an inside sales role.
- Technology sales experience.