

<https://dragonseats.com/job/account-manager/>

Account Manager

Description

Location: Cleveland, OH & Jacksonville, FL

Hiring organization

Date posted

April 3, 2023

- Responsibilities:
 - Manage communications between client and Dragon Seats service, operations, sales, and finance teams to meet needs of Dragon Seats' clients.
 - Grow new and existing customer relationships that utilize Dragon Seats products and services.
 - Communicate with Dragon Seats clients/partners to collect and communicate product and service feedback and identify new sales opportunities.
 - Responsible for overseeing all phases of the client management process from installation, in-season check ins, and off-season service.
 - Develop strong internal and external partnerships to foster client relationships.
 - Assist the sales team in developing strategies for individual accounts.
- Qualifications:
 - Experience in a Customer Service, Sales, or Marketing related role is preferred
 - Highly self-motivated, coupled with the ability to work independently.
 - Strong written and verbal communication skills
 - Highly organized; able to prioritize and execute tasks.
 - Ability to work flexible weekend hours during peak seasons.