

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

## Account Manager

### Description

**Location:** Cleveland, OH & Jacksonville, FL

- 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.

### Hiring organization

### Date posted

April 3, 2023