



Manager, Strategic Account Management & Business Development

Reports To: Assistant Vice President, Strategic Account Management & Business Development (AVP, SAM/BD)

FLSA: Exempt, Full-time

Location: Any Location, US

Salary: \$60,000 - \$70,000

DESCRIPTION

This position is responsible for business development, generating internship opportunities with existing and new clients, revenue and operational forecasting, client relationship management and sales coordination with other departments. This position acts as primary contact with assigned strategic accounts and will be engaged in new business development. This Manager will work with AVP of SAM/BD and members of the Strategic Account Management & Business Development team to drive new clients and growth of existing business assigned to them. To apply, send your resume and optional cover letter to [jgolden@INROADS.org](mailto:golden@INROADS.org).

KEY RESPONSIBILITIES

- Develop and maintain contact with multiple assigned Strategic Accounts and develop new business growth.
- Develop and communicate strategic accounts partner account plans.
- Responsible for identifying and closing new business opportunities in conjunction with Strategic Account Management & Business Development leadership.
- Manage and close leads as assigned by the AVP SAM/BD or Chief Business Development Officer.
- Provide accurate Billing and Invoicing Details to the AVP, SAM/BD.
- Assist with messaging and driving partner strategy.
- Provide sales support to Strategic Account Management staff.
- Assist with sales and client relationship management training for Strategic Account Management staff.
- Maintain iCRM/Sugar information on Positions, Clients, Contacts for all assigned Strategic Accounts.
- Execute Annual Partnership Reviews on assigned Strategic Accounts.
- Develop strategic relationships at Senior levels with assigned Strategic Accounts.
- Represent INROADS at various community and business functions.
- Maintain and utilize accurate customer data to optimize business processes in decision making, as well as maximize value and leverage the data to improve customer satisfaction, retention and loyalty.
- Problem-solve customer relationship concerns of Strategic Accounts (escalate to Assistant Vice President, Strategic Account Management & Business Development as appropriate).
- Research and analyze markets prime for growth and devise plans to penetrate growth markets.
- Support Regional Business Plans with Sales, Marketing and Client Relationship expertise, data and market intelligence.
- Drive Strategic Growth, which enables INROADS to meet its annual revenue goals.
- Drive strategies, sales and annual revenue growth.
- Coordinate strategic planning and integration of client support to the Regional Team of their assigned book of business.
- Coordinate enterprise Strategic Partnership Agreements (SPAs).
- Other duties as assigned.

QUALIFICATIONS

- Bachelor's degree with five (5) years of professional experience with a demonstrated track record of accomplishments in sales, business development and client cultivation.
- Demonstrated ability to engage senior executives (C-suite) and to navigate political and competitive environments.
- Broad functional experience in sales planning business and market development.
- Demonstrated business acumen; ability to forecast with accurate data analysis.
- Demonstrated ability to leverage internal and external resources to achieve sales objective.
- Demonstrated ability to deliver clear and well-organized presentations.
- Strong analytical, problem solving, relationship and account management skills.
- Excellent written and verbal communication skills.
- Capable of communicating effectively with a diverse range of individuals.
- Passionate about the INROADS mission and able to promote and communicate the vision, mission and values of INROADS.
- Ability to travel 50% of the time.
- Microsoft Office, PC and web function skills required.

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