



ENTERPRISE SALES – ACCOUNT MANAGER (RETENTION AND GROWTH)

JOB TITLE: Enterprise Sales – Account Manager (Retention and Growth)

LOCATION: San Diego, CA; **On-Site;** Full Time

We are looking for a high caliber Enterprise Sales Account Manager that wants to join a fast-paced tech start-up at the ground level, to grow professionally and financially as you help us take the client to the next stage of revenue growth. In this position you will be responsible for managing and maintaining existing business relationships, new business relationships, and preparing and presenting proposals internally and externally to provide the highest level of satisfaction to our customers. You will become part of a dynamic team of sales professionals while working alongside our marketing and leadership team. Our culture is paramount to our success, so we want to ensure this is the best career decision you have ever made!

ROLES AND RESPONSIBILITIES:

- **Client Relationship Management:** Cultivate and nurture existing client relationships, focusing on retention and growth strategies to maximize the impact of our Child Care solutions.
- **Consultative Approach:** Utilize a consultative sales approach to understand our clients' evolving needs, ensuring our services align seamlessly with their goals and contribute to the well-being of working families.
- **Strategic Account Planning:** Develop and implement strategic account plans, collaborating with clients to drive success and foster long-term partnerships.
- **Client Advocacy:** Act as a dedicated advocate for clients within our organization, ensuring seamless communication and effective resolution of any issues.
- **Innovation and Collaboration:** Leverage market insights and industry trends to provide clients with innovative Child Care solutions that align with their business objectives.

EXPERIENCE:

- **2+ years in software and/or application sales, healthcare, or benefits and Account Management**
- **B2B sales and account management experience**
- Strong track record of personal quota attainment success and achieving revenue goals.
- Proven track record of maintaining satisfied, loyal, and referenceable customers.
- Bachelor's degree preferred

REQUIRED SKILLS:

- Proven experience in enterprise sales, account management, or customer success, preferably within the technology-driven or service-oriented landscape.
- Demonstrated track record of achieving and exceeding sales targets, showcasing a commitment to client satisfaction and the promotion of their product
- Exceptional communication and interpersonal skills, with the ability to build and maintain strong client relationships.



- Strategic thinker with the capacity to identify and capitalize on opportunities for account expansion within the context of Child Care as a critical business need.
- CRM Proficiency: Familiarity with Salesforce or similar CRM tools is advantageous.

BENEFITS:

- **\$85,000 - \$108,000 Base Salary DOE; \$150K+ OTE** (Full commission structure to be discussed on a per-person basis)
- Child Care
- Medical, Vision, & Dental package
- Unlimited PTO **after 120 day cycle**
- 11 Holidays AND Birthday
- 401K plan
- Equity/Options

Important Details

Our client is committed to creating an environment where employees thrive. It's why they provide every employee with unlimited PTO as of your 120th day of employments, private health insurance, and a 401K plan and of course, Child Care as a Benefit 😊. They also offer a laxed office environment, catered lunches in the office from time to time and fuzz ball and ping pong activities among others!

New employees will go through an intense 3 day new-hire bootcamp, which customizes the onboarding experience by role, provides new employees with invaluable hands-on training within their first few days at the company, and gives employees the chance to meet their new colleagues in-person.

Our client is an Equal Opportunity Employer, and they believe that every employee in the company brings a unique perspective that they can and should contribute in order to make an impact every day. We strive to be one team, one culture, and one family that builds trust through transparency. They do not discriminate based on race, color, religion, sex, sexual orientation, gender identity, age, national origin, protected veteran status or disability status.



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