

RGVision Account Manager position

Responsibilities: As an Account Manager You Will:

- Develops service strategy to ensure renewal and growth of business, retaining clients assigned
- Achieves individual cross-sell, growth/retention targets, and customer satisfaction levels.
- Creates collaborative partnerships with the digital assets team to develop a comprehensive growth marketing strategy for assigned clients aligned with customer objectives.
- Demonstrates proactive ability to diagnose and fix root cause drivers of service problems or impediments.
- Develops and manages strategic marketing plans most proactively and strategically possible and finds new and innovative ways to show customers the value of their purchased products and services.
- Proactively identifies potential service issues and takes steps to resolve those service issues that arise, developing solutions proactively.
- Takes the lead on the management of the integration of client's and RGVision's internal organizations, with full responsibility for ensuring a smooth onboarding that will be a building block to sustainability
- Educates clients on RGVision product information and services.
- Excellent communication skills to present and discuss marketing objectives with clients and C-Level executives.

Works directly with and reports to RGVision COO.

Required Qualifications:

5-7+ years sales and/or account management experience.

Education: College degree from credited University

Business Overview extremely organized and able to successfully reach multiple deadlines

Who we are:

RGVision Media was founded in 2009 to sharing success stories to promote people in the region for their success and promote the area for its growth. RGVision has gained a majority of the market share in the region by highlighting an area through story telling and content creating for a region that had been under represented and shifted a regional mindset to heighten the overall economy. Since then, RGVision Media now provides solutions to support the marketing goals of our clients while reducing the labor cost associated with an entire marketing department. We meet the needs of our clients who struggle with the high overhead costs related to hiring all roles needed to implement their GTM strategy to reduce costs and optimize profits. RGVision has successfully created strategic partnerships to provide value through our top tier services. We specialize in GTM strategy, SEO, Website Development, Online Content Creation, Brand Development, Digital Marketing, Social Media Marketing, Video Production, Graphic Design, and Media Placement. RGVision is an equal opportunity employer and a fun place to work. Our employees see the immediate impact they have in the communities they live in with our philanthropic work. RGVision has been able to raise over half a million dollars for local non profits through our events and events. They people we hire are professional, trust worthy, efficient, driven, accountable, and enjoy working in team environments to achieve measurable success.

This position requires someone self-motivated, extremely organized, competitive, and punctual. The Account Manager is a full-time salaried position, occasional nights and weekends. This role has specific guidelines based on performance and sales drivers and will be measured on efficiency, productivity, communication, and collaboration to meet organizational objectives. The position base pay ranges from \$48,000 - \$52,000/yr based on experience, with a commission plan structure reaching \$90,000-\$120,000/yr