



Account Manager *Anchorage*

The Strive Group, *on behalf of its client*, is recruiting for an experienced Account Manager for a client management program. ***A Bachelor's degree in Marketing, Communications, Business or related field with a minimum of 5 years' experience in account management role.***

The company is a professional services organization and offers a variety of services to its clients. The Account Manager will be responsible for a variety of duties but to the point, this position ensures the customer feels well cared for. The list below highlights what the client considers most valuable to the organization:

- Client management. This includes interviewing and consistently engaging with clients to understand their needs and objectives and to ensure their needs are being met. It includes forecasting and proposing activities to meet the client's objectives and analyzing how the company can best provide assistance.
- Cross-company promotion. The company offers a variety of services and the Account Manager is the person best suited to identify when a client may benefit from one of them. The Account Manager serves as both the promotion for other service lines within the company and the advocate for the client.
- Coordination and Collaboration. Each of the service lines within the company rely upon one person who orchestrates the work. The Account Manager is this person; he/she coordinates resources, keeps teams informed of other activities, helps client teams prioritize services based on budget and ROI, and figuratively keeps all the plates spinning without anything crashing down.

Based on these responsibilities, qualified candidates will need to be extremely well organized, detail oriented, open minded and patient with difficult clients. He/she must be able to analyze and interpret data and have not only a good understanding of the company's industry but a willingness to stay abreast of it all. All candidates should be prepared to support their claims regarding proficiency and expertise accordingly.

Interested applicants should send cover letter and resume to recruiter@thestrivegroup.com.

The Strive Group is a full services consulting firm located in Anchorage, Alaska.

We offer a broad range of services to clients in a variety of business sectors and from time to time, perform recruitment/executive search activities for them. As such, we source, recruit, screen, interview and provide reference checks accordingly.