

Account Manager

AppGeo (www.appgeo.com) provides GIS and geospatial IT services consulting, products and custom solutions to help governments and businesses to increase the availability and utility of their information.

To grow the AppGeo business, particularly to meet the evolving needs of our current customers, AppGeo is looking for a talented Account Manager who can operate in the State of Texas, and potentially in southwestern and western states.

The successful applicant will focus on repeat engagement with current customers. The Account Manager will also bring on new customers who can benefit from our consulting and product offerings.

As Account Manager, you will be responsible for meeting quarterly and annual targets while maintaining a high level of customer satisfaction and engagement. You will report to the Director of Sales.

AppGeo is looking for an experienced, sales-oriented professional who values productivity and customer engagement, who has knowledge of enterprise solutions for technology combined with demonstrated tradecraft in account management and sales.

Primary Responsibilities

- Develop relationships with key stakeholders within key customer accounts - buyers, process owners, influencers, GIS and IT - and foster a communications strategy that drives sales
- Promote awareness of AppGeo products and services among customers and prospects in the region
- Stay on top of technology developments and trends within customers' domain
- Stay on top of capabilities and offerings of AppGeo Services and Technology teams, and liaison between them and customers seeking new ideas and solutions
- Evaluate competitors, disruptors, and new entrants' solutions or services that compete with AppGeo, help adjust communication strategy

- Identify and cultivate firms and teaming partners that complement and support the marketing, sales, and customer services objectives and strengths of AppGeo

Qualifications

- Enthusiasm for communication focused on problem solving and sales
- Ability to operate independently
- Proven ability to maintain a portfolio of active customer accounts
- Demonstrated knowledge of account management methods and best practices
- Experience working with state agencies, especially environment, public safety, or transportation sectors
- Ability to work well with colleagues in small groups (product team, sales and creative teams) and outside consultants to plan and execute communication and sales strategies, and campaigns
- Ability to track and report on effectiveness of activity and results

Required Education and Experience

- Located in Texas, preferably the City of Austin or surroundings
- Minimum of 3-5 years of experience with account management
- 1-2 years experience selling to state agencies
- Bachelor's or Master's degree, preferably in marketing, business, communications or related discipline

Benefits

- Flexible work hours
- A 401K plan with company match
- Medical and dental benefits
- Great work culture in a close-knit, growth-oriented company

Compensation

We offer competitive salary, incentives, commissions and benefits. Salary will be commensurate with experience. AppGeo is an Equal Opportunity Employer.