

## **Position: Cloud Products Account Manager**

AppGeo ([www.appgeo.com](http://www.appgeo.com)) is a leader in high quality geospatial consulting services and product solutions. Since 1991 AppGeo has provided GIS professional services to a wide-range of customers in both the government and commercial sectors. Our teams feed innovative thinking, provide insights to challenging problems and deliver valuable support to our clients. The AppGeo Team is growing and we're looking for a self-motivated, talented person to join the company's Business Development Group as a Cloud Products Account Manager.

## **Duties and Responsibilities**

The successful applicant will join a team of energetic professionals focused on the sales of AppGeo and third party products and services. The Cloud Products Account Manager will play a critical role supporting customers to track and grow usage and maintain their software and product licenses. As the customer's account manager, you will be the first point of contact for the customer for every situation or issue. Specific responsibilities will include:

- Managing current customer accounts with attention to contracts, technical support, and communications, promotions, and subscription renewals
- Tracking customer usage levels of purchased products
- Assist customers to optimize their usage of purchased technology
- Support upsell and cross-promotion of useful technologies and services to the customer base

The successful applicant will have:

- Strong organizational skills and attention to detail
- Strong communicator including verbal and written communications and technologies
- Ability to maintain a portfolio of customers
- Ability to learn and use a variety of tools for task management and performance, such as Asana Task Manager and various CRM and sales systems
- Ability to communicate effectively with partners, vendors, and AppGeo staff regarding opportunities and customer requirements
- Ability to work with technical staff to direct support customers
- Enthusiasm, energy, and willingness to grow

## **Required Education and Experience**

- Candidates should have a Bachelor's degree or training in a discipline related to the job duties and responsibilities
- 1-2 years of professional experience is advantageous but not required

**We can offer many benefits including:**

- Flexible work hours
- Subsidized public transportation
- A 401K plan with company match
- Medical and dental benefits

**Compensation**

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

**How to Apply**

For consideration, please submit a thoughtful cover letter and resume to:

[AccountManagerJob@appgeo.com](mailto:AccountManagerJob@appgeo.com)

Please include your salary expectations and US citizenship status. No recruiters please.