



<https://tarheel.media/career/accounts-manager-4872531/>

## Accounts Manager

### Description

Tarheel Media is seeking a motivated and dynamic individual to join our team as an Accounts Manager. In this role, you will be responsible for handling sales telephone calls and guiding potential clients through the process of signing contracts and onboarding with our services.

If you are passionate about sales, possess strong communication skills, and thrive in a fast-paced environment, we want to hear from you! Join our team at Tarheel Media and be part of our journey to deliver exceptional digital solutions to clients worldwide.

### Skills

1. **Sales Experience:** Previous experience in sales or account management, preferably in a digital services or technology-related field.
2. **Communication Skills:** Excellent verbal and written communication skills to effectively engage with potential clients, explain complex concepts in a clear manner, and negotiate terms.
3. **Interpersonal Skills:** Strong interpersonal skills to build rapport with clients, understand their needs, and foster long-term relationships.
4. **Negotiation Skills:** Ability to negotiate effectively to close deals while ensuring the best outcomes for both the client and the company.
5. **Independence and Teamwork:** Capability to work independently to manage client inquiries and sales processes, while also collaborating with the sales and marketing teams to develop strategies and achieve sales targets.
6. **Digital Marketing Knowledge (Preferred):** Familiarity with digital marketing concepts and terminology to effectively communicate the value of our services and advise clients on the best solutions for their needs.
7. **CRM and Sales Tools Proficiency:** Proficiency in using Customer Relationship Management (CRM) software and other sales tools to manage leads, track sales activities, and streamline the sales process.
8. **Self-Motivation:** Self-driven and target-oriented mindset to consistently meet and exceed sales goals.

### Responsibilities

- Respond to incoming sales inquiries via telephone and email.
- Educate potential clients about our services and offerings.
- Assist clients in selecting the best solutions to meet their needs.
- Guide clients through the contract signing process and facilitate smooth onboarding.
- Build and maintain strong relationships with clients to ensure satisfaction and retention.
- Collaborate with the sales and marketing teams to develop strategies for driving sales growth.

### Qualifications

### Hiring organization

Tarheel Media Digital Marketing

### Employment Type

Contractor

### Industry

marketing

### Experience

36

### Education

bachelor degree

### Job Location

27569, Princeton, North Carolina, USA

Remote work from: USA

### Base Salary

\$ 12.44 - \$ 14.93

### Date posted

May 3, 2024

### Valid through

28.06.2024

- Previous experience in sales or account management.
- Excellent communication and interpersonal skills.
- Strong negotiation and persuasion abilities.
- Ability to work independently and as part of a team.
- Familiarity with digital marketing concepts and terminology is a plus.
- Proficiency in using CRM software and other sales tools.
- Must be self-motivated and target-driven.

### **Job Benefits**

- Flexible remote work environment.
- Competitive commission-based compensation structure (10% per completed sale).
- Opportunity for career growth and advancement within the company.
- Ongoing training and support from experienced professionals in the industry.