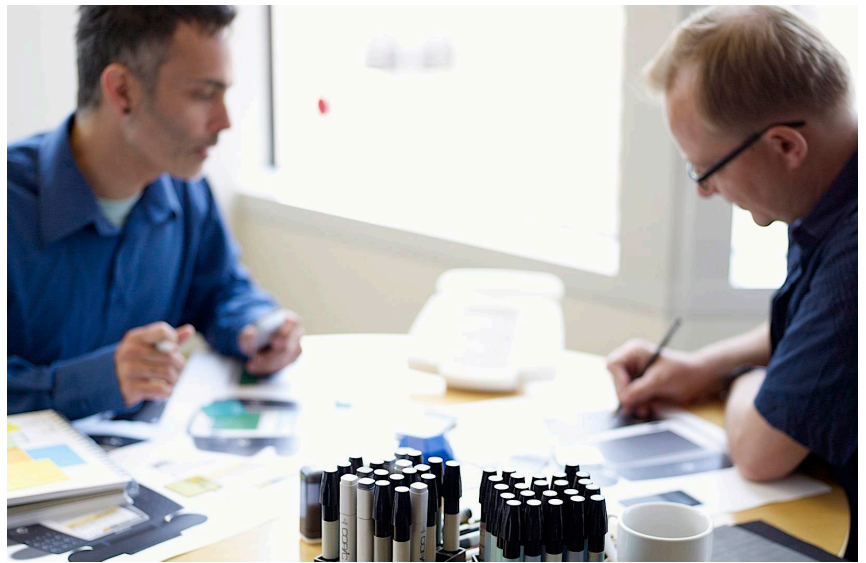


# Client Relations Manager



Wanted: Collaborative, sales driven go getter who excels at developing new business and can sell across different design services with precision while working with various members of a larger team to ensure client success and satisfaction.

If you've got what it takes, please email us your resume along with cover letter (stating why you want to work at Cooper) to [careers@cooper.com](mailto:careers@cooper.com)



## Key Responsibilities

- + Identify goals and needs/requirements of prospects and clients, including budgetary cycles/amounts and key decision makers
- + Sell across the different design services
- + Create effective presentations and proposals for the client relations team
- + Contribute to the overall online team targets (monthly, quarterly and annually)
- + Conduct account analysis and revenue forecast regularly
- + Manage and ensure a strong pipeline; make prospecting a part of the regular routine to ensure that new prospects/opportunities are being added to the pipeline on a consistent basis
- + Adhere to CRM (SalesForce), business systems and activity standards

## Skills and experience we are looking for

- + BA/BS or equivalent work experience
- + 3+ years experience in design or creative professional services sales and account management
- + Proven track record of consistently meeting and exceeding sales targets
- + Ability to listen well and qualify clients' needs effectively over the phone
- + Outstanding relationship building skills with a high degree of responsiveness and integrity.
- + History of extensive and consistent cold calling as well as creative prospecting skills to develop pipeline
- + Excellent communication, presentation, sales closing and computer skills (MS Office, Powerpoint and SalesForce)
- + Proven ability to prioritize and manage multiple projects simultaneously in a fun, fast-paced environment; solid and proactive problem solving skills
- + Exceptional interpersonal skills - must love and thrive in a collaborative work place
- + Vertical market domain expertise in high tech, financial services, telecom, and healthcare companies (Fortune 1000 and venture-funded startups) ideal