

Position:

Account Managers

Location:

Bethesda, MD

Job Description:

Results Leadership Group is looking for high energy Account Managers who want to be a part of a dynamic and growing company whose mission contributes to the public good. The Account Manager will work closely with potential clients to select Results-Based Accountability™ consulting services and Results Scorecard™ software. Account Managers will be responsible for lead generation, proposal and contract preparation, revenue forecasting in their territories, communicating with clients and RLG colleagues and achieving both client and RLG objectives. Account Managers are dedicated to their own professional development, and helping our clients make the most impact in their communities. RLG offers an aggressive commission structure which rewards the establishment of acquiring new clients, and meeting the ongoing needs of existing clients.

Responsibilities:

- Communicate through both phone, written and live presentations RBA and Results Scorecard™ value to clients/potential clients
- Proposal, contract, RFP and Scope of Work preparation and delivery
- Forecast weekly, monthly and quarterly revenue goals to RLG management
- Update customer relationship management software, process and assign leads from marketing campaigns, handle in-bound inquiries with appropriate RLG resources
- Keep current on trends in the public sector and non-profit industry; learn and understand initiatives in the market to meet a new client perspective
- Communicate with customers / prospects about RLG programs, events and funding opportunities
Compile lead information targeting federal, state and local governments, foundations and non-profits

Requirements and Capabilities:

- Excellent verbal and written communication skills
- Knowledge of Results-Based Accountability™ methodology, performance management systems and related software a plus

- Bachelors degree from an accredited university, ideally in Marketing or Business Administration preferred, but not required
- Strong organization and time management skills as evidenced in the meeting of all deadlines
- Previous experience with sales and marketing teams
- Dedication to professional development and working in growth environment
- Above average skills with Microsoft Office Suite, including Excel and PowerPoint
- Prior experience working with Requests for Proposals (RFP's) and Statements of Work (SOW's)

Please submit your résumé and cover letter to info@resultsleadership.org for consideration.