

Client Relationship Manager - (Remote - based on location)

Geiger is seeking a Client Relationship Manager to join their fast-paced – Corporate Programs department. The Client Relationship Manager will serve as the primary client contact person for individual corporate programs. Will be responsible and accountable for the overall performance of assigned programs, including coordinating the marketing, budgeting, service, and reporting processes for each program and maintaining account portfolios. If you love relationship building, then this role may be for you.

What you will do:

- Work closely with sales representatives to formulate sales, expense, and inventory budgets for individual programs.
- Provide direction to specialist functions within the department to assist in attaining goals.
- Develop and execute marketing plans.
- Monitor program performance on an ongoing basis to ensure conformance to the established budgets, plans, and client contracts.
- Provide regular reports regarding program performance to Management, field Management, and sales representatives.
- Order random and spec samples for product presentations and follow up to ensure timely arrival.
- Control and monitor sample costs on programs to be in line with budget.
- Coordinate activities with creative and other support personnel as required.
- Use necessary tools, such as sales analysis, profitability analysis, and corporate branding guidelines.
- Ensure product recommendations conform to Geiger purchasing objectives and be responsible for securing customer sales representative approval.
- Completely enter all product information and specifications along with purchasing and selling prices in spreadsheets for inventory set up.
- Initiate, coordinate, and lead meetings with senior client representatives.
- Conduct detailed sales analysis, by program, including a recommendation to the customer for carry-over, new and discontinued items.
- Recommendations are based on an in-depth understanding of sales trend analysis, industry knowledge, customer branding objectives, and sales/profitability goals.
- Spearhead implementation of new programs including coordinating and assisting in the development of related catalogs and promotional material for individual programs, and other related duties. Schedule entire implementation and ensure the availability of necessary resources.
- Coordinate the training of departmental Customer Service Reps regarding the service requirements for individual programs.
- Travel to client locations as a primary coordinator of client presentations, site sales, trade shows, and conventions.

What you need:

- Proficiency in math, writing, public speaking

- Specialized product and industry knowledge, a plus
- Work requires 2 years of related experience in relationship management and/or senior account management



What is in it for you:

- Full benefits package
- Onsite Wellness Center
- Education reimbursement
- Profit-sharing
- 401k (with a match!)
- Bonuses for industry certification

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Full-Time Regular - M - F

Geiger is an Equal Opportunity / Affirmative Action Employer 

Apply for **Client Relationship Manager** using the link below:

https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=5e084852-b8bf-47a9-816d-705268ccdb43&cclid=95879571_5287&lang=en_US&jobId=9200287495117_1&source=EN