

Manager, Client Strategy

The Manager of Client Strategy is responsible for driving new client and revenue growth of Quester's strategy and insight solutions.

Job Responsibilities:

- Cultivate new relationships/leads through email, telephone, and other sources
- Research new relationships/leads to have consistent knowledge of the overall business performance and direction
- Track all sales activity within Hubspot
- Assist the VP of Client Strategy with the sales process including prospecting, bidding, invoicing and procurement
- Employ a consultative, strategic selling and prospecting approach
- Entrepreneurial mindset required

Job Requirements:

- Possess a bachelor's degree in marketing, business, marketing research preferred
- Minimum 2-5 years of sales or industry experience required
- Proven record generating new business
- Excellent interpersonal skills
- Travel required

Location: Corporate office located in Windsor Heights, Iowa

Position location: remote

Employment Classification: Full Time/Non- Exempt

Supervisor: Senior Vice President, Client Strategy

About Quester:

Quester is an award-winning strategy and insights company that harnesses the power of human conversation, artificial intelligence technology, and expert marketing research design to yield superior understanding of consumers for clients. Our mission is, first and foremost, to have a positive impact on our clients' business growth. Our team works collaboratively (and has a lot of fun together) delivering insights that drive our mission.

The Client Strategy team is responsible for developing business, managing client relationships and working with internal research teams to deliver insightful, strategic recommendations. This newly-added position to our growing team will be integrally involved in the day-to-day efforts for our business development.

NOTE: These statements are intended to describe the general nature and level of work involved for this job. It is not an exhaustive list of all responsibilities, duties and skills required of this job.