



Client Success Manager @ Fast Growing Internet Start Up

Job Description

Exit Intelligence is an expert managed email opt-in software company used by ecommerce companies. We enable ecommerce companies to turn bouncing website visitors into buyers. If you have any interest in start-ups, e-commerce or digital marketing, this is an incredibly unique opportunity to join an accomplished team at an early stage and help blaze the trail for future growth.

You will essentially be the marketing manager for your assigned client accounts, responsible for constantly keeping their performance top of mind and intuitively finding ways to leverage our software's capabilities to help the grow and achieve their potential online. You will learn how to create conversion focussed experiences for our clients on their websites. You will project manage our designers and front end developers to bring those digital experiences to reality. We primarily focus on increasing conversions and capturing emails which can be done through overlays and elements strategically placed based on visitor on-site behavior. Everything we do we split test and experiment to find the best results.

Responsibilities

- Account Manage assigned accounts to maintain strong rapport as the main point of contact with clients.
- Project Manage new initiatives using our platform for your clients, managing designers and developers to complete projects.
- Frequently communicate with clients through email and regularly scheduled strategy calls.
- Responsible for advanced analysis on data and turning measurements into strategic actions.
- Translate technical industry terms to simpler terms for client comprehension if needed.
- Build marketing campaigns for clients using our technology platform with the primary goal of improving their website's performance and email capture.
- Work alongside our graphic designers and front end developers to create client experiences that drive results.
- Generate ideas for new features and campaigns, tailored to the unique needs of each client.

Desired Skills and Experience

- Experience in Project Management and Account Management
- Analytical thinker who enjoys making data driven decisions.
- Passionate, self-starter with a healthy dose of humility
- Possesses a high degree of emotional intelligence
- Excellent interpersonal and communication skills
- Knowledgeable of digital marketing concepts with Strong technical skills or ability to quickly learn
- Proactive, energetic attitude and desire to work in a results-oriented and deadline-driven environment; desire and ability to manage multiple relationships at a time; team player.
- Find ways over, around, or through barriers. Always carry a can-do attitude.

Compensation based on skill and experience.

To Apply

Email your resume, contact information, a short description of yourself, and why you would be a good candidate for this opening to Matt@ExitIntel.com.