



Key Relationship Manager

As a Key Relationship Manager, you are responsible for maximizing revenue for current customers and prospective B2B customers serving the Auto industry. This includes building relationships with current clients, onboarding new clients, outbound prospecting and following up on pipeline opportunities. You will work closely with Leadership and your Sales counterparts to drive growth.

*The **IDEAL Candidate** possess a minimum of 5 years' retail sales experience specifically relating to Automotive Industry – Automotive Marketing Omni Channel Sales, Automotive Agency, Automotive Media Sales and/or Automotive Technology Sales.*

PRIMARY RESPONSIBILITIES

- Work with Leadership and Sales counterparts to drive growth via opportunities for upsell, expansion and upgrades, to ultimately increase the lifetime value (LTV) of our customer
- Work collaboratively with Leadership and Sales to effectively build pipelines and drive sales
- Execute weekly/monthly touchpoints with OfferLogix customers to ensure a healthy and satisfied relationship
- Familiarize yourself with your customer and their business to support a proactive approach to growth

REQUIREMENTS

- BA or BS degree
- Proven sales track record in Automotive B2B, **required**
- A minimum of 5 years' retail sales experience **is required**, specifically relating to Automotive Industry: Automotive Marketing Omni Channel Sales, Automotive Agency, Automotive Media Sales and/or Automotive Technology Sales
- Strong working knowledge of automotive dealership operations
- Excellent verbal and written communication skills
- Proficient in Microsoft Office products

COMPENSATION

Competitive compensation will be commensurate with experience. Participation in company benefit offerings includes paid vacation, medical, dental, vision, 401K, wellness, and more.

NEXT STEPS

Please complete the online application and include submit your resume. If you are selected to move forward, you will be contacted by a member of the Recruiting Team within 5-7 business days. Please be sure to include a current contact information. Incomplete submissions may not be considered. No phone calls please.

ABOUT OFFERLOGIX

OfferLogix is the pioneer in lease and finance payment advertising for digital retailing, desking and CRM tools, advertising agencies, OEMs, online portals, and dealers. Our proprietary technology and related web services allow accurate and fully disclosed lease and loan payments to be generated and displayed on vehicle lease advertisements, listings, specials, brochure pages, etc. This finance technology (“fintech”) is revolutionizing how lease specials and payment advertising are created and displayed on the web, through social media and on mobile devices.