



ABOUT SNP

Founded in 1992, SNP is a dynamic company that evolves quickly to meet our customer's needs. Our mission is to make our customer's message as clear and memorable as possible, a feat we accomplish through *content* support, *communications coaching*, and *creative* development. We recognize that no two customers are the same and our approach can't be either. This means that our employees must be as adaptable and creative as our methods, and must thrive in our fast-paced, collaborative work environment. Join us in searching the world for good people and helping to make their truth persuasive.

As a Strategic Account Manager you are at the center of everything we do here at SNP. You are responsible for coaching leaders on their presence and style, and helping these leaders communicate their messaging through effective media. In working closely with our customers, you will gain insights into some of the world's most innovative and exciting companies. Through this work with customers you will also be responsible for account growth and future sales. The work is as vibrant and impactful as our customers, and duties must be delivered with total accountability.

You're responsible for:

- Generating new account leads and maintaining relationships across our wide-ranging customer base
- Create and own Upsell and Cross Sell Strategy
- Revenue growth of your accounts
- Prioritize opportunities and apply appropriate resources
- Taking a journalistic approach in interviewing subject matter experts to better understand their needs
- Writing clear, concise, and compelling audience-facing material
- Training customers in SNP communication skills in a 1:1 and group format
- Developing and directing audio and visual programs

We'd like you to have:

- Bachelor's Degree
- 3+ years work experience, especially in communications, relationship development, sales, journalism, or teaching

- Outstanding written and communication skills
- Strong business acumen, with successful strategic sales experience and a proven track record of meeting/exceeding business sales goals
- Strong people skills, including the ability to work with a wide variety of personalities, read a room/audience, and deal with multiple levels of leadership
- Excellent time management: you must be able to balance the different components of this role
- A flexible, dynamic working style in the face of changing requirements
- A willingness to travel
- Experience in sales and business growth as well as revenue based success

While being:

- Able to laugh at yourself
- Service oriented and driven for success
- A student in life who strives to make the world a better place
- Someone who cares enough to think beyond the obvious
- Confident enough to ask questions and bring ideas forward
- A team player who is comfortable working in a highly autonomous, fast paced environment with a flat management structure