

Prairie Communications: ***Radio and Digital Platform Position Open***

Key Responsibilities of a Relationship Account Manager:

- **Building and Maintaining Relationships:**

Establishing and nurturing positive relationships with clients, understanding their needs, and building rapport.

- **Providing Customer Service:**

Addressing client questions, resolving issues, and ensuring prompt and effective communication.

- **Identifying and Addressing Needs:**

Proactively identifying client needs and potential opportunities for growth and improvement.

- **Developing and Implementing Solutions:**

Working with clients to develop and implement solutions that align with their goals and business objectives.

- **Driving Sales and Business Growth:**

Contributes to sales targets by identifying new opportunities and maintaining existing client accounts.

- **Monitoring Customer Satisfaction:**

Tracking customer satisfaction levels, conducting surveys, and implementing changes to improve customer experience.

- **Problem Solving:**

Identifying and solving problems related to the product, ensuring it meets customer needs and business goals.

Qualifications:

- Strong analytical and problem-solving skills.
- Excellent communication and interpersonal skills.
- Leadership and influence skills to guide cross-functional teams.
- Technical knowledge and understanding of product development processes.
- Passion for creating great products that meet customer needs.

Please send resumes and references to traffic@prairiecommunications.net or call 309-734-9452 for more information. Prairie Communications is an equal opportunity employer.