



Are you an experienced Account Manager who enjoys building strong client relationships?

Triax Technologies, Inc. is a job site safety and communication solutions provider and is seeking an Account Manager to serve as one of the key touch points with Spot-r clients. In this role, you will serve as the primary operational point of contact with contractors across the country to provide them with new tools for managing large and complicated construction projects. A successful Account Manager is proactive and will take ownership over their projects' successes and overall customer experience.

What you'll do:

- Build strategic relationships with clients, establishing yourself as their trusted Spot-r consultant
- Monitor and report on a specific job site's logistics, schedule, challenges and progress
- Prepare for and lead regular client check-in meetings to review and analyze Spot-r data
- Take a proactive approach in identifying – and anticipating – a client's needs, and coordinate with the appropriate internal teams to develop custom solutions
- Communicate client pain points, needs and successes with engineering, marketing and sales, helping to ensure our clients are set up for success
- Serve as a brand ambassador, ensuring a best-in-class experience for our customers
- Help identify and qualify sales opportunities with existing clients
- Facilitate introductory meetings with key decision makers on potential future projects

What's required:

- Minimum of 2 years of account management, business development, inside sales, or other client relationship experience
- Exceptional written and oral presentation skills
- Strong analytical skills
- Experience managing logistically complex projects with many moving parts
 - Computer and tablet literate, plus a demonstrated desire to learn about emerging technologies
 - Resourceful self-starter with a positive, can-do attitude
 - Comfortable working in high-stress, fast-paced environments, construction experience is a plus
 - OSHA-10 completion upon acceptance of a job offer

What you'll get:

- Competitive compensation
- Generous health benefits
- 401k Match
- Paid Maternity Leave
- Paid Parental Leave



- Open vacation policy
- Energetic, collaborative culture where every team member has a seat at the table
- Opportunities to travel and attend trade shows around the country
- Work at a start-up poised for rapid national growth