

Key Account Manager (M/F) - Permanent Contract

To further develop our business, IAC Partners is looking for a Key Account Manager - Permanent Contract. The role is based in Chicago. In this role, you will collaborate with other members of IAC Partners (from Consultants to Partners) who will train you in the firm's services and offerings.

Mission

As Key Account Manager at IAC Partners, your main responsibility will be to increase our sales in North America. The goal is to develop relationships in new territories and increase sales by contacting potential clients directly. You will also need to maintain successful relationships with potential and existing clients. You will also be responsible for collaborating with IAC Partners executives to identify business strategy objectives and optimize business reach. You will target clients in various industrial industries including Aerospace & Defense, Healthcare, Energy, Mobility, etc..

Job Description:

- Prospect and develop new business opportunities with potential clients in target industries through phone calls, emails, and social networking (LinkedIn)
- Support the entire process of development to delivery of new business pitches and presentations
- Foster strong interdepartmental relationships and seek ways to continually evolve pitch quality
- Manage the sales process from initial touchpoint through contract execution utilizing our internal CRM (salesforce) system to track commercial activity
- Develop clear and focused client prospect profiles for internal pitch/client background document
- Arrange business meetings with high level prospect executives through multichannel approaches
- Build customer relationships through strategic conversations to understand organizational business objectives and goals
- Develop relationships with prospective clients, while maintaining relationships with existing client
- Maintain a strong understanding of our service offerings, and innovate new ways to serve businesses
- Remain up to date on key industry topics

Qualifications:

- Minimum four-year college degree in business, marketing or a related field with 1-3 years minimum of sales experience, ideally acquired in a consulting firm
- A Master's degree in business, marketing or a related field is a plus
- Proven track record of securing initial meetings and phone calls with prospects
- Ability to communicate effectively both verbally and in writing with individuals at every level of the organization

- Strong interpersonal skills and flexibility to work within a rapidly changing environment
- Strong analytical mindset with a problem-solving attitude
- Proficient in MS Word, Excel and PowerPoint