



Associate Account Manager

Founded in 2001, we are a leading Supply-Chain data analytics and managed services provider. Our clients include Fortune 500 companies and portfolio companies of leading and well respected private equity firms. We are currently experiencing a rapidly growing demand for our services and are building an organization and implementing processes to efficiently scale. We are located in Chicago and expect to move to a modern and comfortable office space in River North in early 2018.

BridgeNet Solutions offers a unique working environment with a strong focus on its employees. BridgeNet offers a very competitive benefits and commission program and maintains an even more impressive employee retention rate. Many of our full-time employees have been with the company for more than half of BridgeNet's existence.

We are constantly striving to be leaders not only in the industry, but in the community as well. We pursue unique ways to help our clients and clients all the while searching for new ways to be active within our neighborhood and try and make a difference locally. Chicago gives us a wide variety of cultures and activities to support. We are always looking to join local community initiatives and actively participate in urban outreach programs.

The Associate Account Manager is a key role within the organization. The primary responsibility is to successfully support 2-4 global clients. The role will consist of managing day to day account activities and working with internal partners to ensure client expectations are met. These duties consist of Supply-Chain visibility and analytical solutions specific to their needs as well as coordinating the implementation of Supply-Chain related projects. The Associate Account Manager will be responsible for keeping the Global Account Manager informed of all account milestones, project statues, and roadblocks. The ideal candidate will bring a positive attitude, possess extensive Supply-Chain and Logistics knowledge, possess excellent written and verbal communication skills, and demonstrate the ability to multi-task and meet deadlines in a fast-paced environment. Our salaries are market competitive and commensurate with experience.

Here's what we're looking for:

- Ability to develop trusted advisor relationships at all levels of the client's organization
- Proven track record of successful account management
- Work within dynamic teams comprised of internal and external stakeholders utilizing multiple resources to achieve client and BridgeNet Solutions objectives
- Ability to penetrate the client's organization to gain a complete understanding of their Supply-Chain
- Own the client account planning process including the Strategic Client Account Plan
- Significant experience in Europe and Asia

Here's what you HAVE to HAVE:

- Bachelor's Degree in Business or a related field is preferred
- Strong communication and presentation skills (verbal and written)
- Have a minimum of 2-3 years of experience in account management or project management



- Have a minimum of 3-4 years Supply-Chain/ Logistics/ Transportation Experience
- Strong organizational skills with emphasis on multi-tasking
- Ability to read, analyze, and interpret general industry documentation/communications.
- Demonstrate problem solving and negotiation skills
- Demonstrate time management skills, proven ability to prioritize and plan work, setting goals and objectives through the development of achievable plans
- Demonstrate ability to develop innovative approaches and ideas, display original thinking and creativity while generating opportunities and recommendations for improvement
- Advanced computer skills, including full proficiency with Microsoft Office Suite
- Strong analytical and investigative skills with emphasis on multi-tasking
- 10% travel

Here's what would be a bonus:

- Experience in an account support role for 500 companies
- Degree with emphasis on Supply-Chain
- Account Management experience in a consulting firm
- Multi-lingual
- Account Management experience in a global logistics firm

This probably isn't the role for you IF:

- You do not have Supply-Chain experience
- You have no experience managing accounts or projects
- If you have not continually managed a client for over 12 months
- You don't have any client references that naturally speak of your effective, collaborative, account management abilities