



Description

BridgeNet Solutions, a leading Supply Chain Analytics Company, has an outstanding career opportunity for an **Account Manager**. The person in this position will manage a portfolio of clients and will be responsible for supporting and growing those client relationships. The Account Manager will consult with clients on supply chain and data solutions specific to their needs and oversee the planning and implementation of supply chain data analytics projects. Additionally, the Account Manager will work with internal partners to ensure all regular account maintenance is performed to the highest standards. The Account Manager will be responsible for ensuring a positive return on client investment by continually sourcing and communicating new opportunities and value. The ideal candidate will bring a positive attitude, possess extensive market 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.

Main Job Tasks and Responsibilities

- Understand customer needs and the services provided by BridgeNet Solutions.
- Oversee day to day activities to support ongoing account maintenance.
- Engage in on-site client visits as needed to support the business.
- Facilitate the definition of client scope, goals and deliverables.
- Define tasks and resource requirements.
- Monitor and guide all active projects to ensure deadlines and are met.
- Track deliverables using appropriate tools.
- Maintain quality assurance.
- Provide status updates to management on current state of projects and open issues.
- Create reports defining project progress, problems and solutions.
- Implement and manage project changes and interventions to achieve project outputs.
- Identify opportunities to improve efficiencies and implement solutions.
- Analyze and understand the data contained in individual Carrier data files.
- Analyze and manage multiple Clients' shipping patterns.
- Investigate all report, data and contract inquiries.
- Ensure that company procedures and processes are followed and maintained.
- Ability to work overtime as needed to meet deadlines.
- Other duties as may be assigned to you from time to time by the Company.

Requirements

We are looking for skilled and experienced Account Manager candidates who can demonstrate proven success with all responsibilities listed above, and who meet the following qualifying criteria:

- Bachelor's Degree in Business or a related field is preferred
- Strong communication and presentation skills (verbal and written)
- Have 3-4 years of experience as an Account Manager, Project Manager or Supervisor
- Have 3-4 years Supply Chain/ Logistics 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
- Ability to travel to clients as needed