



Key Account Manager and Regional Account Manager

This position exists to grow revenue through the sales of LexisNexis Risk Management products and solutions to current customers in their assigned territory or industry specific vertical. The Account Manager will meet or exceed objectives in the areas of new revenue through enhanced current customer products and solutions that can be provided from LexisNexis.

- Meet or exceed monthly and annual revenue objectives.
- Responsible for the evaluation of existing relationships, the development of a strategy to grow the relationships and execution against the strategy.
- Develop clear and thorough sales plans for each of the assigned accounts detailing all relevant information about an account, its industry, and its specific LexisNexis Risk Management history so that you can strategically target your efforts to determine additional product or solutions LexisNexis Risk Management can provide.
- Establish and maintain excellent customer relationships at all levels, and act as liaison between sales support and our customers in order to provide superior service and solutions.
- Understand the value of LexisNexis Risk Management products and pricing as well as competitive offerings and articulate LexisNexis Risk Management benefits in a manner meaningful to a customer.
- Continually verify and document customer's objectives, requirements, and value that they receive from our services.
- Demonstrate a clear understanding and ability to use all relevant LexisNexis Risk Management products and solutions to effectively present them to clients on an ad hoc basis, but also to incorporate and use the same in the creation of your account strategies.
- Call existing customer to secure appointments, gather information on customer needs, position and demonstrate LexisNexis Risk Managements product as solutions to customer's business issues, manage customer objections, negotiate pricing and contracts and close the sale.
- Clearly demonstrate understanding of LexisNexis Risk Management pricing, administrative procedures, and organization to effectively answer clients questions or implement solutions in a timely fashion.
- Work closely with existing customers to ensure maximum value of contract is being attained.
- Develop strategic sales plan using business analysis tools to identify and track revenue trends, recognize sales opportunities, target specific sales activities, and analyze competitive threats.
- Work closely in a team environment with sales support employees to satisfy customer needs.
- Formulate a professional development plan with your manager with respect to internal/external educational programs so that you knowledge can be leveraged with your assigned territory.
- Perform other duties as assigned.
- This position is based in the Boca Raton, FL office.