

Account Manager

Bespoke Metrics, a data management and financial modeling company is looking for an enthusiastic business development person who isn't afraid to take on big and exciting challenges. We are a quickly growing technology company that is expanding product offerings and need to quickly expand our team to support these efforts. We're tackling an industry poised for growth, having partnered with leaders in construction and insurance. We've recently launched a risk analytics tool to be used by general contractors in their efforts to assess and prequalify subcontractors in the construction space.

The Role

The Account Manager would report to the SVP of Operations and responsibilities include:

- handling incoming and outgoing communications for clients,
- support and build positive relationships with existing clients,
- cold call and prospect new revenue generating clients,
- redirecting and escalating support cases effectively
- assist in technical troubleshooting,
- become an expert in client needs and work closely with internal teams to support the development of solutions to meet client's needs.

What we're looking for

We are looking for confident, dependable individuals who thrive in a fast-paced work environment, hold themselves accountable for their deliverables and a willingness to drive growth and learn quickly.

- Minimum 2 years previous experience in managing a high volume of accounts
- Experience in maintaining large amounts of data in a web based CRM
- Excellent organizational, keyboard, verbal and written communication skills
- Enjoys talking to people
- Well organized and able to prioritize, execute tasks and follow-up
- Proficiency and aptitude in utilizing systems, MS Office, G-Suite and other desktop applications
- Construction or Insurance experience is an asset

If you think you have what it takes for this position, please include resume and cover letter to careers@bespokemetrics.com. We would like to thank all applicants for their interest in this position, however, only those considered for an interview will be contacted. All submissions will be treated as confidential.

Job Type: Full-time

Job Location: Toronto, ON

Required education: Post-Secondary in Marketing or equivalent experience