



Live Healthy America is seeking an experienced and qualified Account Manager to join our team!

Live Healthy America is a fun and carefree environment that encourages healthy living, creative thinking and fresh ideas. Our wellness solution motivates, educates and empowers organizations to make positive and lasting lifestyle changes to achieve optimal health. We offer online customized wellness challenges that bring together teams of friends, families, employees and communities to create a lifestyle of healthy habits and physical activity that leads to improved nutrition and weight loss.

Account Manager Job Duties:

The Account Manager serves as the primary business contact for the client and is responsible for client satisfaction. The Account Manager is expected to consistently provide excellent customer service to accounts, as well as represent client needs and goals within the organization to ensure quality. In addition, the Account Manager will build relationships with clients to encourage new and repeat business opportunities.

Responsibilities:

- Manage client relationship after sales process, working together in teams or independently to implement programs for clients.
- Program development or upkeep of wellness programs such as communication, reports, incentives; including PowerPoints, meeting notes and marketing.
- Reports to the Director, providing regular input on all account activity, including status and call reports on a weekly basis.
- Customer service support – answering customer service calls/emails and requests.
- Sales team support – assisting the sales team with web demos, sales materials, and sales requests.

Requirements:

- Bachelor's degree
- Professional maturity and business acumen
- 3 years' experience in business-to-business environment
- Passion for client service
- Exceptional written, verbal and presentation skills
- Ability to work under pressure, organize and prioritize responsibilities
- Light travel

Benefits & Perks:

- Competitive salaries and bonus program
- Medical, Dental and Vision coverage
- Wellness initiatives
- Casual dress code
- Paid time off and holidays

Please contact Jim Barclay at jim@livehealthyamerica.com if interested in this position!