



Join our growing team

Director of Client Engagement Opportunity, Frisco, TX

KEY RESPONSIBILITIES:

- Create, recommend, build and execute customer engagement programs that are effective and scalable.
- Identify and drive synergy within the organization that results in greater market share
- Build partnerships within the industry that contribute to the overall growth of the business
- Lead and inspire a highly functional team, including: coaching and mentoring of existing staff, identification and hiring of required talent
- Collaborate with Leadership to design and execute effective market programs and promotions
- Follow up on proposals as communicated to ensure decision-making process is progressing.
- Build strong relationships with customers to drive customer reference activities including case studies, customer videos, webinar participation, speaking opportunities, press releases, and sales references. Establish best in class programs and tools to drive participation and scale the program.
- Create repeatable, streamlined processes to work with the sales and support services team to identify customer references.

QUALIFICATIONS:

- Proven success managing accounts and initiatives from inception through delivery
- Demonstrated success in influencing, persuading and gaining the confidence of prospects and clients.
- Strong supervisory and performance management skills, proven ability to develop, mentor and coach high performance teams.
- Demonstrated ability to build strong, lasting relationships with customers, sales, and executives.
- Strong strategic thinking, writing, communications, problem solving, and analytical skills.
- Fulfill requests for product information and provide relevant samples within anticipated timeframe.
- Prior experience with public safety sector customer base and SaaS industry knowledge preferred
- Proficient with Microsoft Office Suite applications. Salesforce CRM experience helpful.
- Ability to travel at least 30%
- Proficient with Microsoft Office Suite applications and SalesForce.com.

EDUCATION AND EXPERIENCE:

- Minimum of 7+ years of relevant Sales or B2B marketing and account management experience.
- Minimum 3 years leading an Accounts Management remote based team.
- Bachelor's Degree or commensurate work experience.

COMPENSATION AND BENEFITS:

Lexipol offers competitive salary and annual bonus potential, comprehensive benefits including 401(k) with Company match.

For consideration, please email your resume, cover letter with salary expectations to lcollins@lexipol.com

[Include in the Subject Line Director Client Engagement](#)

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