



## JOB DESCRIPTION

Position Title: Relationship Manager  
FSLA Status: Exempt  
Department Name: InteRise  
Manager's Title: Assistant General Manager, InteRise

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### **PRIMARY PURPOSE AND FUNCTION**

Support the growth and development of the Morris InteRise division, through sales and customer relationships.

### **ESSENTIAL FUNCTIONS AND RESPONSIBILITIES**

- Develop and maintain good customer relationships for the future growth of the company.
- **Self-Generate potential within House of Worship Market, Higher Education and Business Markets.**
- Analyze potential and existing markets in order to identify business opportunities.
- Establish customer base relations and manager data base in CRM.
- Carry out market research in order to develop strategies and roadmaps for sales of the company's products and to secure more business relations.
- Tracks and maintains all account activity in the company CRM application (Zoho).
- Provides input into pricing, positioning and strategy within assigned verticals or markets.
- Provides sales forecasts and other reports to manager as required.
- Develop and conform to company technical standards and practices.
- Research, prospect and establish leads for relationships followed by an introductory needs analysis, discovery meeting, utilizing a consultative sales approach.
- Generate a pre-determined level of new and existing business revenue for InteRise with special attention to net revenues. Target for 2021 is \$1M, Goal is \$2M.
- Maintains current knowledge of interactive products and industry trends.
- **Setup video meetings with clients intentionally to take notes using company note taker (Gong.io)**
- Other Duties as assigned.

### **KNOWLEDGE AND SKILL**

- Must be comfortable managing relationships with executive level contacts.
- Excellent ability to successfully interface with clients and handle multiple priorities concurrently.
- Dedication and commitment to get the job done.
- Able to work in a fast-paced, continuously evolving environment.
- Self-motivated and ability to work independently
- Knowledge of sales and marketing concepts.
- Successful track record of winning and closing deals in competitive environments, as well as identifying new opportunities.
- High capacity to learn and adapt.
- Valid driver's license
- Weekend and/or night work will be required
- Domestic travel requiring multi-night stays within and at times outside the local work area

### **PHYSICAL DEMANDS**

- Requires extensive sitting, standing and walking.
- Ability to lift 50 lbs. without assistance.
- Oral communication via telephone and in person.
- Ability to view computer monitor for extended periods.