



Compensation Guide

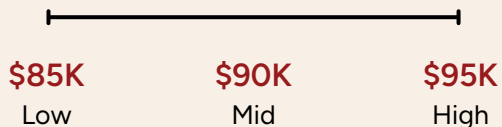
Account Manager

Account Managers are responsible for developing and nurturing relationships with assigned accounts, ensuring customer satisfaction, and driving growth.

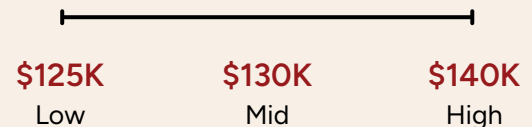
They act as the primary point of contact for their clients and look for ways to expand their clients' business with the company.

Compensation

Base Salary



On Target Earnings (OTE)



What makes a successful Account Manager?

- **Proven success** in generating sales, building pipelines, and meeting/exceeding quotas
- Developing strong, long-term relationships with clients and **building trust and rapport easily.**
- Proficient in CRM software.