



## BlockApps

### Strategic Accounts Manager

#### Company Overview

BlockApps is an enterprise blockchain company that develops industry applications on our own blockchain platform, STRATO, to enable traceability across enterprise value chains. Our customers include Fortune 500 companies such as Bayer Crop Science (the world's largest seed company), Blockchain for Energy (a consortium of the world's largest energy companies including Repsol, Chevron, ExxonMobil, Schlumberger and more), and the U.S. government. BlockApps has launched several industry initiatives, including TraceHarvest (agribusiness traceability), TraceCarbon (sustainability tracking), and the Enterprise Ethereum Alliance (world's largest open standards blockchain organization). For more information, visit and contact us at [www.blockapps.net](http://www.blockapps.net), or find us on social media via [LinkedIn](#), [YouTube](#) and [Twitter](#).

#### Job Description

We are seeking a results-driven **Strategic Accounts Manager** to manage our key account portfolios. You will be developing client relationship management strategies, establishing strong client relationships, and suggesting innovative solutions to meet client needs. An outstanding Strategic Accounts Manager will be someone whose customer-oriented approach and sales expertise result in increased profitability.

#### Roles & Responsibilities

- Maintaining assigned key accounts and providing ongoing client support.
- Developing and implementing client relationship management strategies.
- Communicating with key clients to monitor client expectations and satisfaction.
- Identifying new business leads and contacting prospective key clients to promote products and services.
- Establishing efficient communication channels and liaising between key clients and internal departments.
- Recommending and implementing improvements to the management of key client relationships.
- Handling client queries and finding innovative solutions for complex problems.



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#### **Requirements/Skills**

- Bachelor's degree.
- A minimum of two years' experience as a strategic accounts manager, or similar.
- Proficiency in CRM software, such as Salesforce.
- In-depth knowledge of client relationship management strategies.
- Superb interpersonal, communication, and collaboration skills.
- Great problem-solving and analytical abilities.
- Excellent organizational and time management skills.

Please send a copy of your resume to [careers@blockapps.net](mailto:careers@blockapps.net) along with the position(s) you are interested in.



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