

Client Strategy Manager Corporate

Description

About Us: YipitData is the leading market research and analytics firm for the disruptive economy and recently raised up to \$475M from The Carlyle Group at a valuation over \$1B. We analyze billions of alternative data points every day to provide accurate, detailed insights on ridesharing, e-commerce marketplaces, payments, and more. Our on-demand insights team uses proprietary technology to identify, license, clean, and analyze the data many of the world's largest investment funds and corporations depend on. For three years and counting, we have been recognized as one of Inc's Best Workplaces. We are a fast-growing technology company backed by The Carlyle Group and Norwest Venture Partners. Our offices are located in NYC, Austin, Miami, Denver, Mountain View, Seattle, Hong Kong, Shanghai, Beijing, Guangzhou, and Singapore. We cultivate a people-centric culture focused on mastery, ownership, and transparency. About The Role (and Challenges You'll Be Helping To Solve!): We are looking for a Client Strategy Manager (CSM) to join our growing Corporate business. This individual will be focused on driving value and managing commercial relationships across our B2C book. In this role, you will be an expert in ensuring our solutions are driving value to our customers. Your role will be focused on driving strong client engagement, ensuring value creation, to drive renewal outcomes and drive commercial success. This role will include supporting clients in partnership with an Account Executive (AE), as well as owning accounts end to end in a CS-only fashion. This is a remote-friendly opportunity that can sit in NYC (where our headquarter is located), one of our office hubs (Austin, Miami, Denver, Mountain View, or Seattle), or anywhere else in the US. However, depending upon where the remote work is performed, income could be subject to New York State tax withholding. Please note that we pay NYC-based salaries for US roles regardless of where employees choose to work. As a Client Strategy Manager, Corporate at YipitData, you will:

- Own and cultivate relationships with your clients by:
- Leverage product expertise to drive value and grow user engagement
- Becoming a trusted resource for our clients by acting as a thought partner and providing top-notch service
- Advocating for client needs cross-departmentally
- Creating and executing on account growth & engagement strategies
- Manage commercial strategy by:
- Developing rapport with key decision-makers
- Partnering with cross-functional partners to set and execute account strategy
- Managing renewals from beginning to end
- Identifying and executing on upsell opportunities to augment contract value
- Contribute to building best-in-class practices within our growing Client Strategy team and work to eventually grow into our Business Development team or build out a team of your own

You Are Likely To Succeed If:

- You have minimum 3+ year of relevant client facing experience
- You are able to build strategic relationships within your book of business to support your renewal conversations, partnership presentations, and business expansion opportunities
- You are passionate about making your clients successful and care deeply about their investment questions and process
- You are able to proactively identify value-adding opportunities for your client base and materialize them through our research
- You can manage a high-touch, high-volume client base
- You are both a self-starter and a team player
- You are energized by contributing to the future of data-driven investment research and are genuinely interested in investment research and the markets

Meet Your Team: Check out this video to learn why our Corporate team members love being part of YipitData! What We Offer: Our compensation package includes comprehensive benefits, perks, equity, and a competitive salary: We care about your personal life and we mean it. We offer flexible work hours, flexible vacation, a generous 401K

Hiring organization

YipitData (Primary)

Job Location

New York City, New York, United States

Date posted

June 6, 2024

Apply Now

match, parental leave, team events, wellness budget, learning reimbursement, and more! Your growth at YipitData is determined by your impact, not by tenure, unnecessary facetime, or office politics. Everyone at YipitData is empowered to learn, self-improve, and master their skills in an environment focused on ownership, respect, and trust. The annual on-target earnings for this position is anticipated to be \$110,000~\$125,000 base salary + \$20,000 gross retention bonus + 3% Net ARR (Annual Recurring Revenue). The final offer may be determined by a number of factors, including, but not limited to, the applicant's experience, knowledge, skills, and abilities, as well as internal team benchmarks. The compensation package also includes equity. This role may be performed fully remotely within the United States. Please note that our US headquarters are located in NYC. We also have office hubs in Austin, Miami, Denver, Mountain View, and Seattle. If the remote work is performed outside of these offices, income may be subject to New York State tax withholding. Please note that for this position, we are not able to consider candidates who currently or in the future will require visa sponsorship. We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, marital status, disability, gender, gender identity or expression, or veteran status. We are proud to be an equal opportunity employer. Job Applicant Privacy Notice Please mention the word ****EFFUSIVE**** and tag RMjE2LjI0NS4yMjEuOTE= when applying to show you read the job post completely (#RMjE2LjI0NS4yMjEuOTE=). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via RemoteOK.com