



## **Account Manager**

Kiva Systems, Inc. is a rapidly growing Boston area robotics company that is revolutionizing supply chain operations. The Kiva Mobile Fulfillment System uses hundreds of mobile robots to automate distribution centers, dramatically increasing both productivity and flexibility. Our customers are national retailers, large catalog operators, e-commerce and other companies that ship direct to consumers, businesses and retail stores. Please see [www.kivasystems.com](http://www.kivasystems.com) for more information about us.

Kiva is seeking a talented and motivated individual to join the company's sales team as an Account Manager. The person in this role will be responsible for managing engagements with existing clients and expanding those relationships. The successful candidate for this position will have a proven track record of managing existing customers along with an understanding of what it takes to succeed in a high energy, fast paced environment. This position will report to the VP of Sales.

The Account Manager will be responsible for:

- Maintaining and expanding relationships at Kiva customers
- Developing and identifying new opportunities within an account
- Communicating and presenting Kiva and the benefits of our solution
- Acting as a single point of coordination for all departments within Kiva that touch the customer
- Communicating effectively with Kiva management and departments regarding customer issues
- Maintaining accurate records of all customer activity via Kiva's CRM system

The ideal candidate will have the following qualifications:

- Bachelor's degree with 5+ years experience in a "customer facing" environment
- Demonstrated ability to perform in and desire to work in a fast-paced, high energy environment
- Have the ability to develop and execute a complex plan
- Possess excellent written and verbal communications skills
- Demonstrated ability to be a team player and to manage resources effectively.
- Experience with Logistics and the Material Handling space a plus
- Willingness and ability to travel up to fifty percent of the time

Please send qualified resumes to [jobs@kivasystems.com](mailto:jobs@kivasystems.com) and put your name and the job title on the subject line. **No Recruiters, please.**