



Account Manager – Account Management

Alliant Cooperative Data Solutions is looking for a Sales/Account Manager to work in our northern Westchester, New York office. This position will be responsible to profitably grow the business of existing assigned accounts as well as some prospecting responsibility.

Main functions include:

- Maintain or exceed monthly revenue budget for assigned accounts
- Continuously monitor client needs and satisfaction
- Define and implement annual client business strategies
- Create and develop new client driven opportunities into revenue generating projects

We are looking for candidates with:

- 5+ years client-service experience in database services/risk management/service bureau/list industry
- Marketing experience and P&L knowledge a plus
- Knowledge of regression modeling and database management
- Ability to work independently, be detail/results oriented and self motivated
- Professional, energetic
- Excellent communication, presentation and people skills
- BA degree required
- Local candidates preferred

About Alliant:

Alliant Cooperative Data Solutions is an information services company serving clients in the Direct Marketing industry. Alliant maintains proprietary databases of contributed consumer purchasing behavior which are used to predict the response and payment performance of marketing lists. Our team is a blend of experienced professionals with a wealth of Direct Marketing experience in marketing, analytics, list sales, risk consulting, product development and advertising. This is a great opportunity to join a growing company with vast opportunities and a strong corporate culture.

We offer a competitive compensation and benefits package. Compensation will be based on salary and performance-based bonus. US citizens or permanent residents only please. Please send resume with salary requirements, include job name in subject line of email and address to: careers@alliantdata.com