



CLIENT AMBASSADOR

We are looking for an ambitious client ambassador to champion our value proposition and process. Proven client service experience to coordinate inside sales and onboard clients to a one-of-a-kind plan design, financial modeling, enrollment and administrative platform for non-qualified benefit plans is preferred. This position will report to the VP of Operations. The focus will be on following up on sales leads and coordinating the onboarding and client service experience for a cloud-based platform for small to medium size businesses across the country. This self-serve platform will allow them to design and implement their own deferred compensation plan(s). Customer acquisition and providing concierge level service in guiding them through the process are paramount. Following up on incoming calls and emails, fielding questions and coordinating all onboarding initiatives with other internal subject matter experts are essential.

Responsibilities

- Follow up on all sales leads received via phone and/or email
- Manage all leads and opportunities in Salesforce.com
- Main point of contact fielding all questions throughout sales process including onboarding process
- Coordinate with all departments throughout the entire sales, onboarding process and beyond
- Become a student of the non-qualified plans business including IRC 409A

Qualifications

Education and Experience

- Bachelor's degree preferred
- Sales experience preferred

Skills

- Strong attention to details with ability to organize and prioritize
- Excellent interpersonal skills
- Strong customer service and follow up skills
- Strong proficiency in verbal and written communication

Mezrah Consulting Culture

- **Fun:** At the core of everything we do
- **Honesty:** Open and honest communication is paramount and valued
- **Integrity:** We stand behind our commitments to our employees and clients alike
- **Innovation:** We embrace change and are always thinking with a vision toward the future, creating new strategies and simplifying complex ideas
- **Focus:** Growing business by growing our people