

# Alphareresults

## Join the Alphareresults Team

### *Account Manager*

#### Responsibilities

- Develop long-term, profitable relationships with CPA referral sources in Georgia
- Call on companies (potential clients) with operations in Georgia
- Work with Project Managers and Account Managers to develop technical competence and expertise in State and relevant Federal tax credits
- Identify, close and deliver tax credit projects by:
  - Working with CPAs, leveraging existing networks, and developing other referral sources in order to identify leads
  - Delivering signed Services Agreement and completed Intake Forms to clients and their tax professionals
  - Coordinating with Alphareresults' Project Managers and other Account Managers in managing projects to completion and delivery
  - Insuring invoices are delivered and helping to resolve accounts receivable issues
- Generate leads by:
  - Developing and executing lead generation activities including cold calling, networking, joining business and professional organizations, attending seminars, trade shows, and other activities.
  - Following up with clients for feedback, future tax credit opportunities, and referrals
  - Utilizing Alphareresults' technology and CRM solutions to leverage internet marketing capabilities and manage client and referral relationships
- Update Alphareresults CRM system and coordinate resources as needed.  
Develop a comprehensive sales and marketing strategy with opportunity analysis, goals, resource requirements and lead generation activities.
  - Participate in weekly team and individual calls and meetings with management to track and report on lead generation and sales activities.
  - Engage with existing Account Managers to provide sales and account management support where needed first
- Assist in the development and training of new Account Managers when and where needed

#### Requirements

- Education: B.S. or B.A. in Accounting, Finance, Business Administration or related discipline. Advanced degree (Master's in Taxation/JD) and/or CPA designation strongly preferred.
- 5+ years Tax and/or Accounting experience
- Tax credit and incentive experience preferred, but not required
- "Big Four" public accounting and/or consulting experience a plus