

# Engagement Manager

## Company Summary

LogicTree is a fast-growing technology company and the leading provider of innovative traveler information solutions for state and local governments. Our customers are public transit agencies and state departments of transportation. LogicTree's transit and 511 products provide travelers with easy and intuitive access to transit and traffic information by voice, SMS, email or the web.. Our solutions focus on connecting government agencies to their customers, making access to transit and traffic information easy and intuitive.

## Role

- The Engagement Manager owns the development and management of strategic client relationships, providing local/on-site new business development and the management of ongoing support of deployed systems. The successful candidate must demonstrate solid operations, project management and subject matter expertise

## Requirements

- Strong solution sales, business development and delivery background with demonstrated ability to close business and manage ongoing operations and the delivery of new solution elements
- Ability to build strong relationships within client organizations, generating repeat "add on" business, through effective client delivery and networking within the client environment
- Ability to gather sales requirements, generate proposals, present to senior level client management, and drive resolution of operational issue
- Manage medium to large enterprise systems implementations
- Ability to work with sales, technologists, designers, and project managers

## Qualifications

- Bachelor Degree with 7-10 years of experience; MBA/MFA/MA preferred
- Minimum five to eight years business development experience
- Minimum five years of project management experience in a similar role
- Experience working with sales professionals and providing sales support in a team environment
- Strong customer relationship management skills, focused on long-term relationships with repeat customer business, serving as a trusted advisor
- Based in Southern California