

Colombia Jobs Expertini®

Partner Success Manager – LATAM Alliance Partners

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Company: RELX

Location: Colombia

Category: other-general

About the Business

LexisNexis Risk Solutions is the essential partner in the assessment of risk. Within our Business Services vertical, we offer a multitude of solutions focused on helping businesses of all sizes drive higher revenue growth, maximize operational efficiencies, and improve customer experience. Our solutions help our customers solve difficult problems in the areas of Anti-Money Laundering/Counter Terrorist Financing, Identity Authentication & Verification, Fraud and Credit Risk mitigation and Customer Data Management. You can learn more about LexisNexis Risk at the link below,

About our Team

Our world class sales team prides themselves on delivering value and the best solutions to our customers.

About the Role

Manage inside sales in Global Alliance, focusing on Account Relationship and Retention for LexisNexis Risk Solutions in the Andean and Caribbean territories

Responsibilities

Managing account relationships, renewals, and upselling while focusing on customer satisfaction and minimizing cancellations.

Maintaining accurate customer records in Salesforce, generating usage reports, and collaborating with the Sales Representative for effective CRM management.

Conducting customer-specific product demonstrations, providing ad hoc training, and coordinating with corporate trainers as required.

Offering front-line support in both Spanish and English, acting as a language facilitator, and managing documentation translation when necessary.

Assisting customers with account payment activities, addressing issues, and collaborating with internal teams for resolution.

Requirements

Experience in sales to successfully close deals, particularly within the Financial sectors/markets.

Demonstrate sharp organizational, time management, and forecasting skills.

Possess an understanding of the professional research process

Have exceptional networking capabilities while maintaining a professional demeanor, business maturity, and technical knowledge.

Be a team player, contributing to the achievement of mutual team goals, with additional proficiency in Salesforce and fluency in English.

Learn more about the LexisNexis Risk team and how we work

#LI-AV1

#LI-Hybrid

At LexisNexis Risk Solutions, having diverse employees with different perspectives is key to creating innovative new products for our global customers. We have 30 diversity employee

networks globally and prioritize inclusive leadership and equitable processes as part of our culture. Our aim is for every employee to be the best version of themselves. We would actively welcome applications from candidates of diverse backgrounds and underrepresented groups.

We are an equal opportunity employer: qualified applicants are considered for and treated during employment without regard to race, color, creed, religion, sex, national origin, citizenship status, disability status, protected veteran status, age, marital status, sexual orientation, gender identity, genetic information, or any other characteristic protected by law. We are committed to providing a fair and accessible hiring process. If you have a disability or other need that requires accommodation or adjustment, please let us know by completing our Applicant Request Support Form: , or please contact 1-855-833-5120.

Please read our .

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