



## Account Manager

Passionate about politics and technology? Join our growing team at Warchest! We're a dynamic political tech startup specializing in budgeting and cashflow software serving all-levels and types of Democratic and progressive campaigns. Our platform has quickly become the go-to resource for campaign budgeting, helping hundreds of races from the local to national level shape their financial strategies. We are currently seeking a motivated, outgoing, and organized individual to join our team as an Account Manager.

### About the Role

As an Account Manager at Warchest, you'll wear lots of hats so each day will look a little different. You'll be part of a close-knit team, where your voice won't just be heard, it will be essential. You'll be a core contributor actively shaping the future of this company.

### Responsibilities

- **Sales:** Conduct product demos and perform research on potential leads, contributing to the overall growth and success of the company.
- **Account Orientation:** Ensure a seamless and efficient onboarding process for all new clients and accounts, resulting in a high level of client satisfaction and product engagement.
- **Client Relationships:** Be the primary point of contact for all client inquiries and support needs, working diligently to build and grow meaningful relationships with our users.
- **Training:** Lead both basic weekly trainings and personalized in-depth trainings for clients to ensure that they are fully utilizing the benefits of our platform.
- **Technical Support:** Resolve client issues in a timely manner, escalating when necessary, and constantly working towards a seamless client experience.
- **Product Development:** Provide valuable client perspectives to inform the development of new features.

### Who are you?

- You are ideally a former user of Warchest and understand the importance of campaign budgeting.
- You have experience working with campaigns, government, nonprofits and/or advocacy groups in the Democratic and progressive space.
- You're eager to learn and ready to dive into a startup environment.
- You have exceptional communication and presentation skills.
- You have a proven ability to manage time effectively and stay organized, capable of juggling multiple tasks.

- You are not afraid of a spreadsheet (though knowing spreadsheet's limitations!) or learning new technology.
- A plus if you are familiar with sales CRM and project management tools (e.g. HubSpot)

Even if you don't meet all of the qualifications, don't let that stop you from applying. What matters most is your willingness to learn and grow in this role.

## Salary and Benefits

Salary range of \$65,000-\$80,000, depending on experience, with meaningful equity and bonus opportunities. Benefits include a company-sponsored health insurance plan, 401(k) with matching, and generous PTO.

## Location

Remote with occasional travel to Washington D.C

## Ready to get started?

Submit a cover letter and resume to [careers@mywarchest.com](mailto:careers@mywarchest.com) with the subject line: Account Manager Application. Applications will be reviewed on a rolling basis with an application deadline of January 31, 2024. The projected start date is February 15, 2024.

## Other Opportunities

At Warchest, we're passionate about building innovative tools to help Democratic and progressive campaigns win. We are a tight-knit group of former campaign and tech industry veterans who love what we do. Do you think Warchest sounds like a great fit but this role may not be exactly a right fit? Please still reach out and pitch your qualifications. We're always looking for great talent and being a small and nimble team, have the flexibility to develop new roles for the right talent. So if you're interested in making an impact at the intersection of technology and progressive politics, we can't wait to meet you!

*Warchest is proud to be an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees. We believe in equal employment opportunities (EEO) to all employees and applicants without regard to race, color, religion, gender (including pregnancy), sexual orientation, gender identity or expression, national origin, age, disability, genetic information, marital status, or military or veteran status in accordance with all applicable laws. We do not tolerate discrimination or harassment based on any of the above.*

*We're committed to building a diverse team. Women, minorities, and members of other underrepresented groups are strongly encouraged to apply.*