



# Example of Manager, Engagement Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of manager, engagement. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for manager, engagement

- Be an expert on the features, advantages, and benefits of Upwork's entire suite of enterprise products/solutions, services, and offerings
- Develop new business across multiple products and solutions by expanding to additional client departments and divisions
- Prospect, generate new business and maintain client relationships
- Manage existing accounts in assigned territories
- Develop and implement appropriate sales strategies
- Negotiate contract terms and ensure client satisfaction
- Partner with internal recruiters to identify candidate fit
- Attend local networking and marketing events regularly to establish partnerships
- Consistently meet and exceed daily, weekly and quarterly expectations
- Design and lead the development of unique and leading customer service solutions based on customer requirements

## Qualifications for manager, engagement

- US Citizen required, Secret or Top Secret government clearance preferred
- Experience in managing large integration projects and programmes of work
- Detailed knowledge of Internet technologies, understanding of the online Digital Media industry, video streaming, Flash programming, online advertising, and website development
- Experience working in the Digital Media industry a plus

- Ability to travel within Asia Pacific, and to the US if and when required