



Title: Client Success Manager

Position: Full-Time

Start Date: ASAP

If your true calling is to help others, learn something new each day, and help buyers with their apparel needs, we want to hear from you! Come to work and lean on giving not getting. You'll help companies make decisions on products that will make their pro-shops more profitable and make a positive impact on the lives of the athletes that wear Destira.

Who is Destira?

Destira empowers and inspires athletes by making perfect-fitting, trend-setting apparel for the gymnastics industry. We want our customers to have fashions that are fun and satisfy any desire or need, from style to color to trend. We partner with 1,000+ gymnastics clubs across the country, supporting the apparel needs of their pro-shops, teams, and groups. We have offices in San Carlos, Los Angeles, and Portland - this position is for our Portland, OR office.

The Role

Our Client Success Managers will join an account team and will immediately begin working with customers to help understand their needs, plan how to meet these demands, and generate sales for Destira. You'll partner with the team that manages the daily running of the account itself, including A/R, order fulfillment, and customer service. You'll work closely with each client to help with the success of their boutique or pro-shop.

Top 5 Accountabilities include:

- The generation of sales for a portfolio of accounts and to reach Destira sales targets.
- To identify new sales opportunities within existing accounts and to retain a client-account manager relationship by up-selling and cross-selling.
- To manage and solve conflicts with clients; to collaborate with the service team to keep operations updated on client needs and the client updated on new Destira products and service.
- To clearly communicate the progress of monthly/quarterly initiatives
- To develop new business with potential clients and/or identify areas of improvement to meet sales quotas

Your Work DNA:

- You display grace under pressure. Your positivity and can-do attitude are amplified when you are handling multiple tasks at once. You are adaptable and coachable.
- You diligently follow instructions yet are comfortable going off-script when the situation calls for it. You take pride in representing our customers and providing a fantastic experience for them.
- You are a team player, both reliable and present in your role. Your clients and teammates can count on you to do what you'll do.
- You are positive and professional with a high degree of emotional intelligence.
- You are hungry to grow – you want more for your customers, more for Destira, your team, and yourself.

Benefits

Destira is committed to maintaining a motivated, positive work environment full of people who live our core values. Take pride in working for a company that has a clear vision and provides clear benefits to both clients and employees.

We offer:

- Salaried base and growth bonus
- Health benefits and 401K plan
- Company paid training and on-going professional development
- Fast-paced team environment
- Business travel opportunities
- Family friendly atmosphere and culture

Time and Compensation:

The position is full-time. Pay is a monthly salary + quarterly bonus plan.

Apply Now:

If you feel you are an outstanding, professional person and would like to join a dynamic, growing company, please start your application by emailing us. Phone calls and walk-ins are not accepted.

- Submit your application by emailing contact@destira.com
- Attach your resume
- In the body of the message, briefly describe in a few sentences why you believe you are the ideal candidate for this position (250 words maximum). This is your chance to tell us why you will shine in this position so be creative, honest, and don't use boring form letter material! We will not interview candidates that do not include a cover letter with their application.

We thank you for your interest. We will review your information and all applicants will receive a response in less than one week.