

## Why Join Us

At Inceptia, we hire the most talented people for our teams. We have a passion for higher education. We provide expertise in higher education access, student loan repayment, analytics, default prevention, financial education and verification. Our mission is to support schools as they arm students with the knowledge needed to become financially responsible citizens. Inceptia educates students on how to pay for college, guides borrowers through loan repayment counseling, and provides default prevention strategies and services to schools.

## What you'll do!

Our **Client Relations Manager** as a trusted advisor to the client by establishing, maintaining and growing long term client relationships working in conjunction with the Strategic Business Director. The Client Relations Manager also is responsible for ensuring all contract and RFP commitments and obligations for the client are met and/or exceeded beginning with the implementation process and throughout the active contractual period of all products sold. The Client Relations Manager conducts presentations and demos to inform potential or existing school clients about Inceptia's products or services and the progress Inceptia is making toward achieving the school client's goals.

## What We Offer

- Support. We'll provide a positive environment and provide you the tools for success.
- Comprehensive Training Program
- A fun Casual Work Environment
- We value a Work Life Balance
- Benefits! (Medical, Dental, Vision, Life Insurance, and two retirement benefits **(with a 100% 401(k) match!)**)
- Want to continue your education? We can help with that! We offer tuition reimbursement up to \$5,250 per calendar year.
- Ready for a vacation? Well, you are in luck! We provide employees with 10 paid holidays and 15 days of vacation.

## What you'll have!

- An undergraduate degree is preferred in relevant field.
- 2 or more years' experience working on business to business proposals.
- The ideal candidate will be a curious, self-directed and skilled manager with a minimum of 2 years of client experience with a proven, measurable track record of success.
- 2-3 years working in a financial aid environment, with a detailed understanding of financial aid operations is preferred.
- Strong technical affinity for software and data analytics
- Problem Solving Skills
- Listening Skills
- Superstar communication skills.
- Strong work ethic, integrity, and the will to win.
- Stable work history
- Successful completion of a background investigation is required.

If you are interested in this exciting opportunity, please apply on-line on our ADP Workforce Now site by going to <https://bit.ly/2PD3pnP> or email your resume to [hrd@fes.org](mailto:hrd@fes.org). For more information, please visit [www.Inceptia.org](http://www.Inceptia.org).

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