

States Account Manager

at Quorum Analytics Inc ([View all jobs](#))

Washington DC

To apply please use this link:

<https://boards.greenhouse.io/quorum/jobs/656979#.WXtZ34jyuUI>

Quorum Analytics is a bootstrapped Washington D.C.-based startup that builds tools that enable anyone to influence the legislative process. We are looking for exceptional people to join our growing team.

As a member of our close-knit team, you will be entrusted to identify challenges and find solutions. Members of our team are innovative, optimistic, and hardworking. See why publications such as The Washington Post, The Huffington Post, and Technical.ly have their eye on the Quorum team:

- ["Moneyball' Effect on K Street: The Influence Game Gets Scientific"](#) - The Washington Post
- ["This Start-Up Is Like Google for Congress, And Legislators Love It"](#) - Huffington Post
- ["Twenty #DCTech Startups Worth Watching This Year: reaLIST 2017"](#) - Technical.ly

You will be working in an interdisciplinary, teamwork-oriented environment where you will help build the most powerful advocacy platform on the market.

About You:

- You have experience working in federal or state government affairs (e.g., on the Hill, at an advocacy organization, in a state legislature)
- You are optimistic about public service and institutions, and see yourself making a positive impact on both
- You have strong listening skills and the ability to empathize with others' unique situations
- You build solid working relationships both internally and externally
- You are excited about working at a dynamic and fast-paced startup
- You adapt well to change and strive for continual improvement
- And, of course, you love a good challenge!

About Us:

- We're responsible for ensuring that clients have an amazing experience with the Quorum State product

- We provide regular team and individual product trainings, promote best practices in legislative and advocacy work, identify and respond to diverse client use cases, and act as a staunch advocate for our clients
- We provide knowledgeable and friendly support to clients to keep them advised of the latest updates to the platform
- We're a lean team and each one of us pitches in wherever needed from recruiting to product launches and many things in between. As team members at a startup, we all wear a lot of hats
- We're very close as a company -- we work together, hang out together, and we value each others' ideas and input. Check out a profile of our unique team culture in [The Washingtonian](#).

What You'll Do:

- First week: You'll learn the ins and outs of Quorum products and begin to test yourself on common use cases
- First month: You'll shadow team members on demos and trainings and master the art of hosting a training
- First 6 months: You'll take ownership of a client portfolio, deliver trainings, and establish relationships with customers
- First year: You'll handle customer relationships, work with the team to incorporate client feedback in the ongoing development of the platform, and be a part of building a company from the ground floor.