

Astral Insights is seeking an experienced Client Partner to manage, close, and maintain client relationships as part of our rapidly growing team. This will enable the successful delivery of custom AI and analytics solutions to our mid-market and enterprise clients. This role demands a strategic, quick thinker who blends technical understanding with exceptional sales and relationship management skills to drive growth and client satisfaction.

### **Key Accountabilities**

- Establish and nurture long-term relationships with key clients, acting as the primary point of contact and a trusted advisor for AI and analytics.
- Understand clients' business needs and challenges and align our offerings to their strategic objectives.
- Identify and pursue account expansion opportunities within existing client accounts.
- Lead contract negotiations and close deals, ensuring alignment with company standards and client expectations.
- Relaying feedback from clients to internal teams, shaping future solution development.
- Hold quarterly review sessions with clients, attend conferences and trade shows, and host roundtable discussions and other such business development events.

### **Requirements**

- 5+ years' experience in technology consulting or enterprise sales in the AI, analytics, or BI field.
- Experience selling Microsoft Azure, Fabric, and/or Power Platform is strongly preferred.
- Experience selling in the manufacturing and transportation & logistics industries is a plus.
- Proven track record of managing and growing long-term client relationships.
- Proven track record of closing and managing 7 and 8 figure contracts.
- Strong analytical acumen with a solid understanding of enterprise AI and analytics applications.
- Exceptional communication, negotiation, and interpersonal skills.
- Ability to travel as needed to meet clients, attend events, and manage relationships.

### **Unique Benefits**

- Competitive compensation package, including performance-based cash and equity compensation.
- Comprehensive insurance coverage: health, vision, dental, life, and disability.
- Generous PTO and flexible work arrangements.
- Hybrid work environment with opportunities to create your own schedule.
- Continuous professional development and training opportunities.
- Fast-paced, challenging work environment with a focus on innovation and creativity.

**Join our Team Today: [Apply Now](#)**