



LEESBURG, VA 20175  
EMAIL: [ASG@ASG-TEAM.COM](mailto:ASG@ASG-TEAM.COM)  
[ASG-TEAM.COM](http://ASG-TEAM.COM)

## **Client Manager – Data Center Consulting**

**Location:** Loudoun County, VA

**Travel:** Up to 20% domestic travel

**Employment Type:** Full-time, W2

### **About the Role**

ASG is seeking a Client Manager to strengthen account strategy, support retention and growth initiatives, and ensure clients experience a consistent, well-aligned organization. The Client Manager ensures client needs are understood, expectations are aligned, and opportunities for growth are identified. The Client Manager will partner closely with Project Managers and ASG Business Development Partners to support successful marketing execution.

### **Key Responsibilities**

#### **Go-To-Market (GTM) & Account Strategy**

- Support go-to-market planning for existing clients in partnership with Sales and leadership.
- Help develop and maintain account strategies, including growth plans, and positioning.
- Ensure client messaging is consistent, timely, and aligned with GTM priorities.
- Support preparation for key client meetings, reviews, and executive engagements.

#### **Internal Partner Support**

- Act as a strategic support layer for internal relationship owners (Sales, executives, delivery leads).
- Help internal partners stay informed on client context, priorities, and sentiment.
- Reduce friction for internal partners by managing follow-ups, documentation, and coordination.

#### **Client Engagement & Insights**

- Capture and synthesize client feedback, market signals, and emerging needs.
- Translate client insights into actionable internal recommendations.
- Identify early indicators of risk or opportunity and escalate appropriately.
- Support retention-focused activities by ensuring issues and concerns are surfaced early.

#### **Commercial Support**

- Maintain accurate account information, notes, and activity tracking in CRM systems.
- Contribute to forecasting and pipeline visibility for existing accounts.

### **Key Qualifications & Competencies**

- A bachelor's degree is preferred. Candidates with degree(s) in Business, Marketing, Communications, or a related field are strongly encouraged to apply.



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- 5+ years in client services, account management, GTM, or professional services.
- Preferred background in data center development, real estate development, or a related infrastructure sector.
- Ability to navigate commercial conversations and manage a large volume of parallel workstreams without sacrificing accuracy or quality.
- Advanced skills in the Microsoft Suite (Excel, PPT, SharePoint, etc.). HubSpot/CRM experience preferred.
- Exceptional communication and organizational skills.

#### **Work Environment**

- **Hybrid Role:** We believe in face-to-face collaboration while maintaining flexibility. Team members typically work from our Loudoun office 2 days per week, with the remaining days remote. Exact schedules are coordinated with managers based on business needs.
- Up to **20% domestic travel** for client meetings, industry introductions, and relevant conferences.

ASG offers a competitive benefits package including medical, dental, and vision coverage (with employer contribution toward premiums), and paid time off.

ASG is an equal employment opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, age, national origin or ancestry, physical or mental disability, as well as any other category protected by applicable federal, state, or local laws.