

Work Vapor

<https://workvapor.com/jobs/relationship-manager-remote-job-element-fleet-management-careers/>

Relationship Manager – Remote Job | Element Fleet Management Careers

Base Salary

USD 100000 - USD 132000

Description

Company: Element Fleet Management

Position: Relationship Manager

Industry: Fleet Management & Financial Services

Location: Remote (US)

Employment Type: Full-Time

Salary: \$100,000 – \$132,000 per year

HR Contact: (800) 665-9744

Email: talentacquisition@elementcorp.com

Hiring organization

Element Fleet Management

Employment Type

Full-time

Job Location

UNITED STATES

Remote work from: UNITED STATES

Date posted

02/25/2026

Role Summary:

- Manage and grow relationships within an existing client portfolio
- Drive revenue through renewals, pricing optimization, and upsell opportunities
- Deliver a superior client experience aligned with company goals
- Collaborate across teams to support customer engagement plans

Key Responsibilities:

- Develop and maintain strong relationships with assigned clients
- Execute proactive renewals (RFPs) and identify growth opportunities
- Conduct continuous client outreach using Know Your Client strategies
- Address client escalations, objections, and service concerns
- Maintain accurate metrics and forecasts in Salesforce (SFDC)

Required Qualifications:

- BA/BS degree or equivalent experience
- Minimum 5 years in strategic relationship management or similar role
- Experience using Salesforce or other CRM platforms
- Strong customer sensitivity and problem-solving ability
- Understanding of leasing, financing, billing, and vehicle expense drivers

Preferred Qualifications:

- MBA degree
- Experience in fleet/vehicle management industry
- Experience working with Fortune 500 or multinational clients

What You'll Get:

- Innovative and empowerment-driven work culture
- Comprehensive health and wellness benefits
- Paid time-off including vacation, sick leave, and holidays
- Opportunity to work with cross-functional global teams

How to Apply

Send your resume or contact on WhatsApp at (800) 665-9744 or email at talentacquisition@elementcorp.com