

Strategic Account Manager (North America)

EyeQ Imaging | Hybrid in Calgary or remote in North America | Full-time
You must be authorized to work in the US or Canada to be considered.

Who we are

EyeQ builds the Perfectly Clear technology that makes images look their best. We're recognized as a world leader in the digital imaging industry, where we license our automatic photo correction technology to some of the world's biggest imaging brands. We're a diverse, global, remote-first team on a growth mission, and we like to move fast. Much of what we build comes from working shoulder to shoulder with our customers and partners, so you'll stay close to both the product and the people who use it.

The role

Once a deal closes, the real work begins. That's where you come in.

As a Strategic Account Manager, you'll own a book of accounts across North America. Your job is to keep customers happy, grow their usage of what we do, and expand the relationship year over year. You're their main point of contact and their advocate inside EyeQ.

This is a role for someone who wants to dig into a customer's business, understand their workflow, and spot the next opportunity before they ask. You'll sell solutions, not products, and you'll work across technical, commercial, and executive stakeholders to get to yes.

What you'll own

- **Growth and retention.** Drive year-over-year revenue growth across your accounts through greater product usage and new recurring contracts.
- **Solution selling.** Uncover the real problem, connect our technology to clear ROI, and close.
- **Technical solutioning.** Carry technical conversations with confidence and partner with our technical team to design and present the right solution for each customer.
- **Stakeholder management.** Build consensus across technical, commercial, and executive contacts to move deals and expansions forward.
- **Onboarding and success.** Get customers up and running quickly, then keep them successful over the long haul.
- **Account leadership.** Run regular business reviews with your top accounts, keep real account plans, and maintain a territory strategy you actually use.
- **Expansion.** Find and close upsell, cross-sell, and workflow-expansion opportunities across your book.
- **Pipeline and forecast.** Keep both clean and honest, and come prepared to your quarterly reviews.
- **Presence.** Travel to meet with your key accounts and represent EyeQ at trade shows and events.

You are

- **Curious.** You ask sharp questions and listen to the answers.
- **A relationship builder.** You build real trust, you're easy to talk to, and people remember you.
- **A closer who also grows.** You're comfortable owning both the number and the relationship, and you know the work doesn't end at the signature.
- **Commercially sharp.** You can build a business case, connect price to value, and defend it.
- **Technically inclined.** You enjoy the solution side of selling and can hold your own in a technical discussion.
- **AI-native and self-directed.** You reach for new tools on your own and figure things out fast.
- **Energized by a small, fast-growing company.** You'd rather help write the playbook than inherit one.

What you bring

- 5+ years of sales experience in a closing and relationship-building role
- A track record of owning customers after the close: onboarding, adoption, retention, and growth
- Comfort carrying technical conversations and collaborating with a technical team
- Authorization to work in the US or Canada

Nice to have

- Experience in imaging, photography, print, or a related visual-media industry
- Solution-selling experience at a technical or SaaS company
- Familiarity with one or more of our markets: consumer print, professional print, school and sports photography, or attractions, theme parks, and cruise lines

How we work

Our core values guide how we show up:

- Obsess over customers
- Integrity matters
- Inspire excellence
- Innovation is how we win
- Be agile and adaptable

We work hard, we have fun doing it, and we try to get a little better every day.

What we offer

- A competitive base salary plus a strong commission plan that rewards growth and retention
- Hybrid in Calgary or fully remote across North America
- Ability and willingness to travel
- Flexible PTO and Benefits

How to apply

Send your resume and cover letter to careers@eyeq.photos.