

Client Account Manager Highlights

What do CAM's bring to the table?

- Most CAMs have an extensive Operations Management background
 - This provides a thorough understanding of how we accomplish things for our clients
 - Enables the CAM to work with Operations, Client Services, and IT on improvement strategies
- Strong internal networks
 - Most CAMs have been with TSI for a long time and have an extensive network of internal resources
 - Enables the CAM to find the right resource for the needed solution and get results
- Empowered to make the right decision for the client relationship
 - The CAM team has the full backing of TSI Senior Management who are committed to escalating issues as needed
 - CAM goals are all built around maintaining and growing client relationships
- Industry knowledge
 - A critical part of each CAM's background is a strong knowledge of the industry they are serving
 - Enable educated, productive conversations with the client on critical issues and needs