



Texas Client Account Manager

Company: Marex Road Services

Location: Austin, TX

Travel: Regular Multi-State Regionally

About Marex

Marex is a technology-enabled logistics company delivering high-impact transportation solutions across industrial, construction, energy and infrastructure market segments. Our team supports time-critical domestic freight and complex projects across demanding operational environments. We move fast, execute with precision, and operate with accountability.

At Marex, communication matters. Performance matters. Execution matters.

Position Overview

The Account Manager is a relationship-first role, responsible for turning new customers into a long-term, well-served partner. This is a hands-on execution role for someone who thrives in fast-paced environments and takes ownership of results.

Key Responsibilities (Account Management)

- Build and grow relationships with accounts in Marex's key verticals handed off from our Business Development team
- Act as the primary point of contact for your key accounts, escalating issues to the right people
- Visit customers regularly and stay on top of communication so our operations team delivers the service level they expect
- Share customer feedback and preferences with operations to help us keep improving
- Lead or assist in business reviews and customer appreciation events

Additional Responsibilities

- Support and organize outreach initiatives alongside the Business Development team.
- Contribute to marketing and networking efforts, specifically at conferences and industry events.
- Assist in handling day-to-day operational requirements of the Austin office.

Regional Travel

Texas clients aren't evenly distributed. This role requires regular travel across all of Texas.

Training

New hires complete a structured 4-week onboarding program at Marex's Baton Rouge, LA headquarters, training alongside the team, before transitioning to the Texas market for an additional 2–4-week training program.

Required Qualifications

- Experience in account management, customer service, or a coordination role
- Strong communicator who's equally comfortable on the phone, in person, and in writing
- Proven attention to detail within a high-tempo, execution-driven environment





- Organized, proactive, and not afraid to wear multiple hats — this is a hands-on role at a growing branch

Preferred

- Freight, logistics, or 3PL experience
- Familiarity with TMS platforms and freight documentation workflows.
- Exposure to time-critical or project-based transportation operations.
- Microsoft 365 experience (Outlook, Word, Excel, PowerPoint, OneDrive)

What Marex Offers

- A critical relationship-first role influencing Marex's growth in the Texas market
- Competitive compensation and incentives tied to performance
- Comprehensive benefits and professional development
- A mission-driven culture focused on high-impact logistics solutions in critical sectors

Our Culture & Core Values

Marex is a technology-enabled transportation solutions provider that operates with a mission to drive growth in the overall health of the people, businesses, and systems it connects through logistics. At Marex, we live by a set of principles that drive both personal and company success:

- **The Fast Eat the Slow:** We move quickly, act decisively, and deliver results with urgency.
- **WTD, WTD – What's the Deadline, What's the Deliverable:** Accountability is non-negotiable.
- **Get Hard Sh*t Done (GHSD):** We tackle challenges head-on and finish what we start.
- **Details Matter:** Precision and quality are at the core of everything we do.
- **Plan to "C":** We plan for success, anticipate change, and execute with confidence.
- **Give a F**k (GAF):** We care deeply about our work, our teammates, and our impact.
- **Win the War:** We take a long-term view—doing what's right over what's easy.

Email hr@marexservices.com with your interest and resume.

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