

PLANET EXPAT IS HIRING A KEY ACCOUNTS TEAM LEAD FOR PERMANENT UNDEFINED.

Date : 31/01/2018

Job reference : 180145-23679874

Type of contract : Permanent

Localisation : Berlin 10000, DE

Contract duration : Undefined

Level of studies : Bachelor's Degree

Years of experience : 7-10 years

Company description :

Planet Expat provides career-boosting paid internships in some of the most innovative and dynamic Start-ups in Latin America, Europe and the USA. We connect students with promising start-ups abroad through a program that allows them to gain valuable professional experience in international environments while being key contributors to innovative projects.

Based in Germany, we are a network of scientists and researchers with the mission of making scientific knowledge available to all, by facilitating collaboration among colleagues to accelerate scientific discovery worldwide.

Job description :

Join our passionate and diverse team in a full-time position in the heart of Berlin as the Team Leader of Key Accounts, where you will impact the future of our organization by growing revenue from our most important clients, primarily large science companies.

Responsibilities:

- Drive revenue by developing and expanding our company in every way possible.
- Shape and implement our company's strategy.
- Build the Key Account Manager team through hiring and training team members.
- Build relationships with clients to achieve account growth.
- Professional development
- Customer experience.
- Motivate your team to reach revenue objectives.
- Guide team campaign management.
- Worker management: performance evaluation, professional development, boarding, mentoring, etc
- Process management: pipeline, workflows, CRM, product changes, etc
- Build client relationships at senior level, assessing needs and identifying business opportunities
- Collaborate cross-functionally for best practices, areas of opportunity, and key metrics
- Lead driving product strategy, innovation and improvement expansion
- Own all market and client intelligence
- Be an ambassador for our company: capacity to see, select, and recruit talent.

Required profile :

Fluent English

Previous experience: 7 years or more in sales, account or key account management, considering better business to business experience.

Have 3 years or more of management experience with experience of building teams.

To apply: <https://apply.multiposting.fr/jobs/6525/23679874>