



PR/117949 | Account Director in Netherlands

Job Information

Recruiter[JAC Recruitment UK](#)**Job ID**

1538387

Industry

IT Consulting

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

May 1st, 2025 20:19

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Account Director

Business: Software company

Company Location: Rotterdam

Client Location: Amsterdam

Salary: €100K - €140K

Office working (Client visit): 2-3 days /week, as per requested

All of the applicants must have an eligible visa for working in Netherlands.

Job description:

- Drive revenue growth within existing accounts(fortune 500 companies) by identifying expansion opportunities and upselling/cross-selling our solutions.
- Develop and nurture strong relationships with CXOs and key decision-makers within large global customers.
- Act as a trusted advisor, understanding customer pain points, business challenges, and long-term goals to align our offerings accordingly.
- Collaborate with internal teams, including Product, Delivery and Customer Success, to ensure seamless execution of customer expansion strategies.
- Provide strategic insights and recommendations to enhance our product roadmap based on customer feedback and industry trends.
- Monitor account performance, customer satisfaction (NPS), and retention metrics to drive continuous improvement.
- Ensure smooth onboarding, implementation, and ongoing account management for existing customers.
- Lead strategic account planning processes, defining long-term objectives and key milestones for each account.

Requirements:

- 6-10+ years of experience in enterprise account management, customer success, or farming roles within SaaS or technology-driven industries.
- Strong technical background with the ability to deep dive into the platform, understand customer use cases, and provide data-driven insights.
- Proven track record of growing revenue within existing accounts and managing large enterprise customers.
- Strong analytical and problem-solving skills, with the ability to identify business opportunities within current accounts.
- Excellent relationship-building skills and the ability to work with senior stakeholders(CXOs, VPs, Directors).
- Proficiency in at least two regional languages is a plus, enhancing engagement with diverse customers.
- Experience collaborating cross-functionally with Product, Sales, and Customer Success teams.
- Ability to work in a fast-paced, dynamic environment and drive results with minimal supervision.
- Open to frequent travel across Europe to meet with customers and drive business growth.

We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding.

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Company Description