



PR/117949 | Account Director in Netherlands

募集職種

人材紹介会社

ジェイ エイ シー リクルートメント イギリス

求人ID

1541574

業種

ITコンサルティング

雇用形態

正社員

勤務地

インド

給与

経験考慮の上、応相談

更新日

2025年07月01日 05:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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.

#LI-JACUK

会社説明