



Care Direct, a multinational marketing agency with offices in **SEE & MENA** regions, is seeking to recruit for our office in Bucharest an experienced **Account Manager** to join our team.

Job Description

The Account Manager will oversee a portfolio of assigned clients, develop new business from existing clients and actively seek new sales opportunities. As an Account Manager, the ideal candidate should create long-term, trusting relationships with our clients.

A. Responsibilities

- Serves as the lead point of contact for specific customer account management matters.
- Builds and maintains strong, long-lasting client relationships.
- Develops trusted advisor relationships with key accounts and customer stakeholders.
- Ensures the timely and successful delivery of our business solutions according to customer needs and objectives.
- Clearly communicates the progress of all assigned projects to internal and external parties, as appropriate.
- Prepares regular reports on account status.
- Manages projects within client relationships, working to carry out client goals while meeting company goals.
- Collaborates with sales team and with Project teams efficiently.
- Meets the deadlines for all assigned internal & external projects.

B. Requirements and skills

- Demonstrated 3-4 years of expertise in customer service and digital account management.
- Experience delivering client-focused solutions to customer needs.
- Strong analytical skills.
- Excellent verbal and written communication skills: listening, negotiation, influencing and presentation, both in relation with internal stakeholders and with clients.
- Experience delivering client-focused solutions to customer needs.
- Self driven to exceed targets.
- Excellent verbal and written communication skills in English.
- Very good command of MS Office suite (Word, Excel, PowerPoint).
- Be able to work within a multicultural team.
- Very good command of MS Office suite (Word, Excel, PowerPoint).
- University or BSc degree in Marketing or relevant field.

C. What we offer:

- Competitive salary, depending on candidate's profile and experience.
- A friendly working environment comprising of young, enthusiastic, multi-national staff.
- Continues professional learning and developing opportunities.

If interested, please send you CV to hr@caredirect.com