



Client Activation Manager

Job details

Role: Client Activation Manager

Status: Full-time position

Location: Oxford, Paris, Madrid, Zug, Other locations will be considered

To apply: Send your CV and other relevant material (cover letter, social media, blog...) to careers@redslim.net

About the role

We are looking for an Activation Manager, to work with our clients to put their users at the heart of what we deliver. You will be experienced in using insights across multiple roles within organisations, excellent at listening and interpreting users needs, and creative in finding solutions to meet them.

Ideally you will have at least 2 years' experience working in a market insights role, either agency or client-side. You will be a strong communicator, used to working at all levels of an organisation, and passionate about data visualisation. This is not a technical role, but an ability to understand and communicate technical concepts will be essential.

We offer to work in an exciting and flexible environment, focusing on performance, and with exposure to the latest tools in the data and tech industry.

Key responsibilities

At Redslim we are passionate about building client solutions that will transform the way they work. The role of Activation is to keep the end user at the centre of everything that we do. By making our products essential at every level of the client's business, you will drive client retention and organic growth.

At every stage of our projects you will be listening to our users, interpreting their needs, and working with your internal partners to deliver solutions to delight them. From the moment we start working on a project, you will be involved in understanding the end user needs and designing a front-end to engage and delight them.

Through the project launch you will manage communication to users, as well as putting together a tailored training program. And for established projects you will have an ongoing Activation Plan in place, constantly monitoring usage, keeping users up to date with developments, and delivering project enhancements to keep them delighted.

- Developing relationships within existing and new users through in depth understanding of end their ultimate goals.
- Owning and delivering the activation plan for each project that is customized around given contracted elements and around client specific goals.
- Participating to key yearly meetings with key stakeholders at clients and leading the discussion on solution usage and penetration.
- Participation and contribution to regular client calls.
- Leading the initial solution design, alongside the project leaders in charge of data design.
- Supporting internal product team members towards building an end product that meets clients' priorities.
- Be the "voice of the client" towards the internal product team.
- Contribute to a positive culture here at Redslim - you are expected to share your own ideas and suggestions and to collaborate with the rest of the team as true partners.

Skills & Experience

- Technologies: Experience with various Business Intelligence solutions and knowledge of continuous market data in the CPG industry
- Data Visualisation: Passionate and experienced in displaying data in a way that speaks directly to the end user
- Communication: The ability to probe, listen to and interpret users requirements, and to communicate technical concepts with both technical and non-technical audiences.
- Training: Experience of delivering technical training would be an advantage
- Languages: Fluent in English is a must, Spanish and or French would be an advantage.
- Technology passionate, intellectual curiosity, self-starter, embracing continuous improvement, execution-oriented, change driver.
- Entrepreneur spirit, quick learner, flexible and ability to adapt to change.
- Team player, highly qualified to build internal and external relationships.
- Entrepreneurial mind-set and highly autonomous.
- Goal-oriented, high self-motivation and ambition.
- Results orientated, competitive and comfortable in challenging situations
- Excellent communication and interpersonal skills
- Open-minded, proactive, eager to learn and grow, keen to take responsibilities.
- Ready to travel up to 25% of the time.

Redslim Offers

- Fresh, Agile, Entrepreneur environment with direct and full exposure to corporate initiatives.
- Full on-boarding training and on-boarding plan.
- Flexible work environment (part remote) within a cohesive and collaborative team.
- Competitive package commensurate with experience.

About Redslim

We started in 2013, when our customers' data journeys were at a turning point. Redslim came to life to help CPG organizations maximizing the usage of the full scope of their data assets with customized analytical tools. Offering a replicable yet flexible approach to data synchronization, our founding partners created a new space in the world of market intelligence. We're a virtual company to offer a lean experience around remodeling data assets. Ours is a people-first culture that encourages everyone to drive change on the customer's behalf. Not being a typical corporation, we can challenge our status quo. We succeed every day with a collaborative attitude, a quality driven approach, and transparent relationships with our partners.

Find out more about us at <http://www.redslim.net>!

The inclusive culture at Redslim

We're glad to offer the opportunity to join one of the most interesting companies within the Data Management sector. You'll get to work on the data strategies of leading global organizations in the industry.

We are here to foster your personal development and allow you to work cross functionality, take on more responsibility, and gain experience. The Redslim journey is one which will greatly benefit you in the future.

We believe that people from different backgrounds can bring fresh ideas, thinking, and approaches that translate in more effective and efficient ways of working. You're welcome at Redslim whatever your background is, including and not limited to your age, disability, gender or gender reassignment, marriage or civil partnership, pregnancy and maternity, race, religion or belief, sex, or sexual orientation.

Your outstanding efforts will be rewarded with a competitive salary and excellent benefits, including unconventional ones such as flexible work arrangements. If you are a qualified individual with a disability preventing you to complete an online application, please contact us. We'll be happy to support.

