



Key Account Manager

Job details

Role: Key Account Manager

Status: Full-time position

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

To apply: Send your CV and other relevant material (portfolio, blog, cover letter...) to marta.battiston@redslim.net

About the role

We are looking for a Key Account Manager to support our journey. This position in the EU sales team is opening at a pivotal time of growth of our customer base here at Redslim. In this role, you will be in charge of the relationship with key customers and of creating new opportunities within our known and expanded network. The ideal candidate will have a positive mindset, natural curiosity around data usage in the CPG industry and adjacent verticals, and experience in either CPG, data agencies, or data services industries. You put clients' and their needs at the center and you are driven by their satisfaction and success. 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

- Developing relationships within existing and new clients through in depth understanding of end users needs and Redslim data solutions and being driven by client satisfaction.
- Owning and managing all relevant contractual documentation (Service Agreements, Service Level Agreements, agreements with Third Parties data sharing...).
- Leading key yearly meetings with key stakeholders at clients.
- Participation and contribution to regular client calls.
- Receiving, understanding, and reacting to briefs for new solutions in compliance with operational frameworks provided by each client.
- Independent pricing through the Redslim ratecard.
- Supporting internal team members towards delivering an end product that meets original brief requirements
- Reflecting opportunities in pipeline for regular capacity control.
- Be the "voice of the client" towards the internal 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

- Our key stakeholders at clients may be sitting in different roles: Marketing, Insights, IT, Sales, BI, Finance. You will be curious to explore their roles and needs and you will be capable of connecting with different players
- Previous industry experience - marketing insights, business intelligence, CPG, IT services, data services
- Easy understanding of the Consumer Insights ecosystem and panel data methodology
- Familiarity with analytical and insights tools and market data, you will soon become able to provide recommendations to either clients directly or various internal teams
- You can work in a multi-cultural environment, and you build relationships with people of different habits and backgrounds
- Problem-solving mindset, your focus is on finding simple and effective solutions
- Impactful communication
- Autonomous, self-starter, organised, persistent, like to help & nurture others, problem solver, curious.
- English is our working language.
- Team player, highly qualified to build internal and external relationships.
- 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.

