

Πηγή: RETAIL TODAY

Σελ.: 5

Ημερομηνία έκδοσης: 28-09-2022

Αρθρογράφος:

Επιφάνεια : 203.1 cm²

Κυκλοφορία: 0

Θέματα: ΑΓΓΕΛΙΕΣ ΕΡΓΑΣΙΑΣ



MSPS Athens, holding a leading position in the integrated marketing and sales services sector, is seeking to recruit a highly motivated Account Director for top Greek and global clients. He/she will report to Trade Marketing Director as a member of the Trade Support team.

ACCOUNT DIRECTOR

Key responsibilities:

- Lead the execution of the project end-to-end ensuring its implementation and delivery
- Coordination and supervision of all key processes of the project - sales teams' training, work schedule, management, reporting, evaluation
- Acting as the main point of contact between key clients and internal teams
- Communicating and collaborating closely with account management team, sales' teams, HR, Logistics and data analytics to ensure that clients' needs are met.
- Supervise staff, project progress, timelines, KPIs, expenses & assistance in budgeting
- Build and strengthen client relationships to achieve long-term partnerships
- Prepare monthly overview of client activities, revenue forecast and future plan.
- Prepare and deliver client presentations and proposals.

Qualifications needed:

- Bachelor's degree in Marketing or Business field
- A minimum of 1-2 years' working experience in a similar position
- Experience in handling retail accounts will be highly appreciated.
- Fluency both in English and in Greek (written and verbal)
- Excellent knowledge of MS Office
- Strong customer service and interpersonal skills for dealing with different types of clients
- High communication, time management and project management skills
- Desire to learn, multitasking, ability to perform under pressure
- Strong organizational skills and attention to detail
- Leadership skills to delegate tasks and provide guidance to help employees deliver exceptional work to clients

The company offers a competitive compensation & benefits package, great opportunities for professional development, with an exciting, fresh and collaborative work environment.

Candidates are kindly asked to forward their CV to: joinus@msps.net (ref. code TAD)