

Offer details : Client Success Manager with French

Partners	Pontica Solutions
Address	38 Cherkovna Street, floor 1, office 4, Sofia, Bulgaria 19 Dimitar Ikonov Street, floor 1, office 1, Varna, Bulgaria 110 Opolska, O3 Business Campus III , floor 4, Kraków , 31-323, Poland
City	Sofia, Varna, Burgas, Krakow
Référence	22D1665043885
Titre	Client Success Manager with French
Description du poste	Identify clients' needs, assemble internal cross-functional teams to address those needs, and manage those activities through to completion. Guide employees and new customers through the product's features and specifics Define and structure the deployment of the product ensuring that the client's needs are met Build strong partnerships and maintain communication with clients. Monitor client and teams satisfaction. Grow existing accounts by both cross-selling and upselling Be the voice of the client - you will be their main point of contact
Type de contrat	Emploi
Métier	Finance / Management / Audit
Description de la société	Our client is a fast-growing French company that aims to profoundly change the financial ecosystem of companies and accountants in Europe. They are providing a SaaS software solution for finance automation which allows their clients to manage their invoices, conduct expense reports, and make payments. If you want to manage a portfolio of big corporate accounts for the French and English speaking markets and you are passionate about technology, join their Customer Success Team and apply now!
Localisation	Remote
Pays	Bulgaria
Profil recherché	2+ years work experience in B2B client services (Account Manager/Key Account Manager/ Customer Success Manager/Sales Account Manager, or relevant.) Proven work experience in audit/accounting/finance or relevant Ability to communicate, present and influence key stakeholders at all levels of an organization. Tech-savvy – eager to learn fast about new technology. Experience with CRM software and MS Office. Outstanding communication, presentation, and problem-solving skills. Fluency in French and English is a must. Experience in the FinTech will be a plus. Strong organization skills with the ability to manage and prioritize time effectively.
Expérience	Débutant (-3 ans)
Secteur	Banking - Financial institution Miscellaneous services to companies Telecoms Administration
Langues	French