3943 6548 Senior Account Manager Digital (w/m/d) Introduction  
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About cold store  
kuehlhaus AG was founded in 1995 and is an owner-managed digital agency with a focus on customer experience. We advise and support you from strategy to conception and creation to technical implementation when creating portals, platforms, e-commerce and digital marketing services.  
The motivation of our "cool" heads is to make our customers winners in the digital world.  
  
  
Our vision: Inspiring digital experiences. For all humans. Always.- Your place of work: Your place of residence is secondary - you support us nationwide from your home office or from our office in the heart of Mannheim.  
  
  
  
  
Tasks  
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your new job  
At kuehlhaus, as Senior Account Manager Digital (f/m/d), you are part of an interdisciplinary team and responsible for securing and maintaining our long-term, trusting, partnership-based customer relationships. You are involved in acquiring new customers and further developing our digital agency business.  
We are looking for you: Agency experience, with sales talent, leadership skills and a great understanding of customers and their needs  
Your start date: immediately  
These will be your tasks - you are the central contact person for our customers and you develop and secure a long-term, trusting and partnership-based relationship.  
- You create and present convincing concepts, solution approaches as well as cost calculations &amp; Offers for your customers.  
- You are responsible for proactive advice for existing customers in order to identify new project business and to recognize cross- and up-sell potential.  
- You plan, monitor, control and are responsible for the annual goals of your existing customers as well as customer profitability across all projects.  
- You have an overview of all digital projects of your customers such as portals, shops, campaigns, apps, online events etc. in terms of content and operations and coordinate the smooth process in cooperation with the respective project managers.  
- You are significantly involved in the expansion of our sales strategy and processes.  
  
  
  
  
profile  
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What you should bring along - several years of experience as an account manager or project manager  
- Experience in project business with digital products and services, ideally at a digital agency  
- A feeling for systems, structures, processes and data in the B2B and B2C area  
- The ability to look after several customers at the same time and never lose track of the acquisition processes  
- Confident handling of numbers and conceptual thinking  
- Economic thinking, perseverance, a feeling for customer AND user needs as well as persuasiveness, sales talent and communication skills  
- Confident handling of MS Office 365 products and experience in handling CRM and ERP systems  
- Very good knowledge of spoken and written German and English  
  
  
  
  
Advantages  
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Why cold store?  
It is important to us that everyone enjoys going to work every day. The framework conditions have to be right for this. We offer you ...- A friendly, collegial and highly motivated team in an agency on a growth course  
- A fair salary based on your skills and not on negotiation skills  
- Flexible working hours, mobile working and home office for family-friendly work-life balance  
- An attractive, modern working environment in the middle of Mannheim with top connections to public transport, train and motorway  
- A holocratic form of organization that enables you to bring in your ideas, change things, take responsibility and help shape the company  
- Lifelong learning with a wide range of training and further education opportunities, knowledge transfer, e-learning, leadership and coaching programs  
- Find all benefits Account-Manager/in None 2023-03-07 15:58:38.327000