

Account Manager

About OzCode:

OzCode is a successful start-up in the .NET development solutions area. We create a Debugging-as-a-Service platform which makes it easier for developers to create great software. Our platform allows dev organizations to reduce debugging time and dramatically increase the efficiency and quality of deployments.

OzCode's platform contains the [Ozcode Production Debugger](#) which aims to fundamentally change how debugging is done in production. By closing the gap between observability and debugging the Production Debugger enables R&D teams to quickly analyse the root-cause of their software bugs. We introduce time travel debugging, live coding, and collaboration in the cloud.

Alongside the Production Debugger Ozcode offers the top-rated [Visual Studio extension](#) which allows developers to reduce time spends on local debugging by visualizing code level insights and quickly deploy bug fixes.

Where you come in:

Ideal candidate will be a key contributor in retaining and growing our existing customer base. You will collaborate with Marketing, Sales and R&D teams to improve our customer journey and guarantee customer satisfaction.

You will have the opportunity to work with a dynamic-open minded team and collaborate with some of the key leaders in the .NET industry world-wide.

Responsibilities:

- Secure customer retention and enhance expansion.
- Collaborate with growth team to improve Ozcode's customer journey.
- Provide general support to post sales clients.

Qualifications

- At least 1-2 years in Account Management/support/sales/Customer Success experience- A MUST
- Ability to identify customer needs and act-on them- A MUST
- Ability to work independently and as part of a team- A MUST
- Fluent English spoken and written- A MUST
- High level of interpersonal skills- A MUST
- Exceptional time management abilities and organizational skills- A MUST
- Highly motivated to self-learn complexed technology concepts and solutions- A MUST

- Bachelor's degree in Engineering/Economics/Business- A PLUS
- Experience working in SaaS companies- a PLUS
- Experience working with HubSpot- a PLUS

Resumes should be sent to dudig@oz-code.com