

Account Executive - Client Facing

The Account Executive is responsible for managing multiple Client Systems and Client Relationships and will be the main point of contact on a daily basis for all existing Clients. This position requires the ability to communicate effectively with Senior Executives, Affiliate Managers and other key stakeholders.

- The position will require the Account Executive to, on occasion, arrange on and off-site client meetings to discuss solutions to issues, new development requests or for any other reason that may be required.
- The Account Executive must demonstrate the ability to clearly understand the customer's business requirements, document them and to effectively address those requirements strategically and profitably.
- This position is responsible and accountable for the running of each Client System and for business relationships with the Client.
- The Account Executive will be the liaison between the Project Management Team and Technical personnel to ensure that any new Development Request timelines are communicated to the Client and the deployments are successful.
- The Account Executive will be responsible for existing Client retention and growth.
- The Account Executive must have a strong leadership presence with the customer and internal staff alike.

Required Skills

- Minimum 1 to 3 years track record in Client facing role.
- Must be proactive, energetic and a self starter and willing to go the extra mile.
- The candidate must have an excellent command of English and good communication skills.
- The candidate should have a good ability to work with business software systems.
- Experience in an Affiliate/Online Gaming role would be an advantage.
- The Candidate must have excellent organizational and administration skills.
- The candidate must have a good knowledge of MS Office.