

Argentina Jobs Expertini®

Account Manager

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Company: tbo

Location: Argentina

Category: arts-design-entertainment-sports-and-media

We are looking for a results-driven Account Manager to join our team!
Do you have a proven track record of cultivating strong relationships with key accounts, delivering e

Responsibilities:

• Maintain long-term client relationships.

• Oversee and grow account portfolios by identifying clients' needs.

• Conduct regular check-

ins and QBRs with clients to ensure satisfaction and uncover new opportunities.

• Provide detailed reports on account status and forecast growth opportunities.

• Ensure that client data is kept up to date and accurate.

• Collaborate with project managers to understand project status and grow accounts.

• Navigate client contracts, negotiate terms and close deals.

• Mentor and support junior account managers and contribute to team training efforts.

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