

Account Manager (m/f/d)

Munich

maplicate is a Google Maps Premier Partner. Together with Google, we are committed to deliver holistic online-to-offline solutions focussing on location finder and location management. We empower our clients to drive more store visits and provide exclusive insights in their customers' behavior. Our clients are well known brands, mainly in the Retail and Automotive industry.

We are looking for a motivated, high-performing Account Manager. Help us meet our customer acquisition and revenue growth targets by keeping our company competitive and innovative. Bring in your ideas on how to improve our products and services.

Tasks and responsibilities:

- Building and promoting strong, long-lasting customer relationships
- Reaching out to potential new prospects
- Identifying emerging markets and market shifts while being fully aware of new products and competition status
- Researching, prospecting, and qualifying leads
- Customer's primary point of contact for Google Maps, Google Cloud and our own solutions
- Involved in negotiating the terms of contracts and creating custom proposals to land deals

Your profile:

- Degree in Economics or Computer Science or other relevant discipline
- At least 3 years of relevant work experience in a similar role
- Customer-oriented
- Open-minded
- Dedicated team player
- Solution-oriented
- Excellent communication skills in English and German

Be part of a growing and multicultural company in the heart of Munich. Work autonomously as well as within an international team of passionate professionals.

Please send your CV and cover letter to career@maplicate.com