

WORK AT XSTREAM

– We are always on the lookout for sparkly, passionate people



Senior Key Account Manager

Warsaw

We are seeking a Senior Key Account Manager that will be main contact person for dedicated client worldwide to help meet their business goals through the use of Xstream's OTT Solutions. You will play a crucial role in managing the relationship to Xstream's major clients and driving the business growth to meet revenue targets and success criteria's. Identifying, qualifying and closing new business opportunities within the major clients are important parts within this new defined role.

The individual will be responsible for managing high quality delivery while developing strategies and tactics for the customer base.

Be passion for your job, the company, your team and your customers.

About Xstream

Xstream develops software for managing Online Video Solutions, called MediaMaker. Our software is used by several major media companies and enterprises for managing video on multiple platforms, and is the foundation of several major Internet TV and VOD services in Scandinavia, Europe and US.

Our Main office is located in Copenhagen, and we have a Development center in Warsaw.

Senior Key Account Manager responsibilities:

- Day to day communication with customer for both projects and solutions already in production
- Participate in ongoing roadmap dialog with customer and identify additional customer needs (upsales) - responsible to prepare Preliminary Project Charter
- Having read and understood agreements with customers, both project contracts and SLA
- Initiate and execute status meetings related to commercial aspects with customers when needed
- In cooperation with Project Manager in Warsaw, ensuring estimations, project timelines and milestones completed and delivered on time
- Handle commercial aspects of Change Requests in projects
- Securing and give input to Risk Management on each project and follow up
- Participate in Status Meeting for ongoing initiatives
- Achieve financial business targets on projects

You must have the following qualifications

- 3-5 years of experience in solution selling or consulting in international base
- Strong problem solving skills along with excellent verbal and written communication skills (can handle expectations from customers and internal)
- Ability to effectively interface with customers
- Must have experience with cross-functional teams that include engineering, sales, and marketing staff, being able to have overview of multiple projects at the same time
- Must be able to effectively interact and communicate with executive management
- Positive and proactive, structured, likes to work according to processes, "Get things done" attitude.
- Cross cultural mind-set, technical flair, being able to have overview of multiple projects at the same time
- strong background in the media industry
- fluency in English is a must

We offer

- An exciting and challenging position with great opportunities for professional development
- A young and international workplace with good colleagues who emphasize an informal atmosphere with room for humor, and where it is fun and exciting to go to work.
- A beyond expectations benefit package

Send your application today

If you have any questions for the position or to send application, please contact our HR Iwona:

iwona@xstream.dk

Your application must

- Have a description of you and your working experience related to the above-mentioned requirement
- Have your desired monthly salary
- Have a CV (your LinkedIn profile link is welcome)

Send your application by e-mail: iwona@xstream.net "Senior Key Account Manager - Warsaw" in the subject line of your e-mail (and we do of course treat your application with discretion).

Read more about Xstream at www.xstream.net