**Senior Key Account Manager**

**(May 21)**

DO YOU LIKE TO WIN?

ARE YOU A TEAM PLAYER?

CAN YOU TEST, LEARN & OPTIMISE?

WILL YOU THRIVE IN A DATA DRIVEN ENVIRONMENT?

**Who We Are**

QiH is a group of companies focussed on digital marketing within the gaming sector. We are a young, innovative and progressive business with staff across offices in Skopje and London.

We are specialists in Customer Acquisition and Retention, Search Engine, Social & Affiliate Marketing and Data & Analytics. We are an international business active in multiple markets around the globe.

People are at the heart of our success, at QiH we have created an energetic and target driven culture based on the mantra that “without data you’re just a person with an opinion”.

When you join QiH you will be part of an award winning team that is committed to both your personal and career development. So what are you waiting for? Are you ready to join the team?

**Our Company Values**

1. We Are Here To Win
2. Play As A Team
3. Embrace Processes & Make Them Better
4. Make Decisions & Solve Problems Based On Data
5. Be Accountable & Take Responsibility
6. Test & Learn, Make Mistakes, Optimise
7. Respect, Understand & Help Each Other

**The Role**

Job Title: Senior Key Account Manager

Salary: Competitive Basic Salary + Bonus

Department: Commercial

Office Hours: 09.00 -17.00 (Monday to Friday)

**Key Responsibilities**

* A management position focussed on mentorship, motivation and leading by example
* Scale, optimise and maintain innovative market leading campaigns
* Develop and pro-actively manage a portfolio of key accounts
* Identify new partnership opportunities
* Review and negotiate new and existing commercial agreements
* Responsible for delivering clear and concise reporting on performance
* Complete regular industry and competitor research in the quest to achieve a competitive advantage
* Work closely with the wider acquisition team to develop the overall marketing strategy

**Essential Skills & Experience**

* Comprehensive understanding of digital marketing techniques
* A minimum of 2 years Account Management experience
* A basic understanding of the online gaming industry is desired but not essential
* A natural salesperson with excellent communication skills
* Excellent people management skills with experience of managing a diverse team
* Leadership experience with proven track record of developing and mentoring a successful team
* A passion for identifying, establishing and nurturing long term relationships
* Commercially astute with excellent negotiation skills.
* A creative and logical thinker with first class attention to detail
* A team player who has the ability to thrive in a target driven environment
* Strong analytical and reporting skills
* Multilingual – first class spoken and written (English).

**Benefits**

* Competitive Basic Salary + Bonus
* Private Health Care
* Long-Term Incentive Plan
* International Travel
* Annual Company Conference
* Regular Business Happy Hour & Team events
* Loyalty Packages
* Fit Kit Wellness Application
* Ongoing training, development and certifications including but not limited to Udemy
* Free Drinks & Coffee