

We are looking for a customer focused Account Director

Nepa Finland is looking for an Account Director with high ambitions to grow and develop a number of key accounts. You will continue building the organization from our Helsinki office. In this role you will report directly to MD Finland.

You will be an Account Director within Nepa Finland, Helsinki.

You will join a team of dedicated people (and growing), who achieve great things every day. You will be the senior point of contact for our key clients. Your main responsibilities are to drive new sales and up-selling, build strategic operational plans and balance the expectations of clients with the execution of work. As Account Director you will also support MD in growing the organization, i.e. to take active part in developing co-workers, recruit and develop top talents.

Your anatomy as a senior client contact

You have significant experience in professional client relationship management (10+ years), with a background in retail, FMCG or consumer insight. You have a persuasive approach to projects and a proven track record of strategy planning. With keen attention to detail and budgetary restraints, your effective team management capabilities and excellent communication skills are a winning combination. To succeed in the role you are structural, responsible and hands-on in the daily work.

A few more things

- You have great people skills and experience from leading and developing groups
- You have significant sales experience and a proven track record of growing clients.
- You share our core values (Passion, Innovation and Collaboration).
- You take pride in delivering high levels of service. We are known for that.

Nepa help companies to accelerate their business performance by becoming customer centric at their fingertips. We help you bridge the gap between insight and action to facilitate a customer centric decision making. By merging behavioural data with customer feedback data, our clients turn the voice and the footprints of the consumer into financial KPI:s and provide it to the right stakeholder in real-time.

Headquartered in Stockholm, Sweden with local presence in Denmark, Finland, UK, US, India, Norway, Singapore, and China

Read more about Nepa [here](#).



Application

Please register your application [here](#). We process applications as we receive them. For questions about the position, do not hesitate to contact hr@nepa.com.