

A strategic Account Director with a strong drive for growth

Nepa UK is looking for an Account Director with high ambitions to grow and develop a number of key accounts from our London office. The role is an important part of our future success with a focus on managing senior client relationships.

You will be an Account Director within Nepa UK, London.

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 senior clients. Your main responsibilities are to co-ordinate the resources needed to service projects, build strategic operational plans and balance the expectations of clients with the execution of work. And you will successfully develop key business accounts financially, whilst playing a positive role in Nepa UK's new business programme.

Your anatomy as a senior client contact

You have significant experience in professional client relationship management (10+ years), with a background in market and commercial analyses. You plan and strategize at a senior level and take a persuasive and confident approach to projects. With keen attention to detail and budgetary restraints, your effective team management capabilities and excellent communication skills are a winning combination. For this role we need someone who is able to manage and drive sales for current accounts as well as being very structural, responsible and hands-on in the daily work.

A few more things

- You have at least a Bachelor's degree.
- You have significant experience and a proven track record of growing clients.
- You share our core values (Passion, Innovation and Cooperation).
- You take pride in delivering high levels of service. We are known for that.
- You work hard to achieve goals, but are still humble, unpretentious and team-oriented.

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.