

## Account Management Team Lead

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Company: Pion

Location: United Kingdom

Category: other-general

### A little bit about us...

The world's leading student loyalty network and accredited , Student Beans produces award-winning technology for the biggest retailers on the planet, connecting them with the youth market. Featured in The Sunday Times Tech Track 100 2020, a list of the fastest-growing private tech companies in Britain, we're always innovating to offer new solutions that satisfy our consumers, drive ROI for our clients and create an empowering workplace for our employees.

### Equity, Diversity & Inclusion at Student Beans

Because this part deserves a place at the top of the job ad... Here at Student Beans, we're working hard to grow an inclusive, diverse and respectful group of people we're proud of. Accountability plays a big role in our company values, and we're totally honest, open and transparent about our ED&I efforts. This is why we've made our commitments and internal statistics visible for everyone to see here. Our ever-evolving culture is defined by our people, and it's all part of #LifeAtSB.

shows that while men apply to jobs when they meet 60% of the requirements, women and those in underrepresented groups tend to only apply when they tick every box. We don't think you should have to tick every box. We value your uniqueness, and it goes without saying that all applications are welcome, even if you don't think you fit the criteria.

If you need any adjustments to support you with your application, just drop us an email at [talent@studentbeans.com](mailto:talent@studentbeans.com).

## **About the role**

As a result of our incredible success and growth, we are looking for an Account Management Team Lead to join us. Enter details about the role and/or team.

Responsibilities include:

Provide strategic leadership to the Key Account Management Team to significantly drive growth with both new brands and an existing BoB.

Build and maintain strong relationships with key clients, ensuring their needs are understood and met.

Ensure the team meets and exceeds revenue targets through effective account management and customer engagement.

Conduct regular reporting on key performance metrics and utilise data and analytics to assess the performance of account management strategies.

Be accountable for ongoing forecasting for the Key Account Management team.

Cross collaborate with senior stakeholders to contribute to the overall strategic planning of the company.

## **Requirements**

### **A little bit about you...**

We'd really like to hear from you, if you have...

Experience in supporting a Key Account team to close high revenue deals with complex and extensive processes.

Experience in a digital marketing and or SaaS company, ideally working on sales direct to brands and agencies.

Strong stakeholder management skills.

Data competency to drive deal optimisation.

## **Benefits**

### **Life at Student Beans**

Let's take a look at just a few things that make Student Beans an amazing place to work...

Competitive salary.

Unlimited holiday. We strongly believe in a healthy work life balance, so we don't cap the number of paid time off days you take. By doing this, we hope to help promote a sustainable way to work while maintaining your health and wellbeing.

Accredited 'Great Place To Work' company in three categories

Remote first working environment, meaning you're not obligated to come into the office, you can choose the environment you think you excel best in.

Flexi-time, including Flexi Friday which gives you the opportunity to finish at 1.30pm.

Focus on welfare, including gym memberships, wellness challenges, mental health first aider and health cash plan.

Incredible partnership discounts for the biggest brands in the world. Google, Apple, Ted Baker, GymShark, Domino's and Uber to name a few!

Commitment to personal development and career growth. Think learning budgets, coaching workshops and progression plans.

£200 work from home set up allowance to put towards your home office.

Want to know more?

Check out our career site for everything you need to know about starting a career with Student Beans...

Due to the high volume of applicants we can only respond to shortlisted applicants. By submitting your application, you agree that Student Beans may collect your personal data for recruiting, global organisation planning, and related purposes. Our explains what personal information and where we may process, our purposes for processing, and the rights you can exercise over Student Beans' use of your personal information.

#LI-JS1

#JS-Remote

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