

# United Kingdom Jobs Expertini®

## Account Manager - AI Software Platform

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Company: Urban Digital Recruitment Ltd

Location: England

Category: other-general

Account Manager - AI Software Platform (Fully Remote) Basic: £50k + £10k OTE This is your opportunity to be part of a leading provider of AI software solutions, dedicated to empowering businesses of all sizes with cutting-edge technology. The platform offers innovative solutions to streamline operations, enhance productivity, and drive growth in today's dynamic business landscape and a clear career path for its employees. Today, we're on the lookout for a talented Account Manager to join an expanding team of 10 professionals. As an Account Manager, you'll play a pivotal role in nurturing relationships with existing customers, ensuring they derive maximum value from this AI software/SaaS platform. With a basic salary of up to £50k and an enticing £10k OTE, this role would suit an experienced AM, who loves building relationships with customers/clients. Fully remote, you can work from anywhere while collaborating with a diverse clientele and supportive team. This role will require you to attend some f2f training and both in-person and virtual team socials. Key Responsibilities: Client Relationship Management: Be the go-to person for allocated customers, fostering strong, trust-based relationships. Value Delivery and ROI: Ensure clients maximize value from our platform by demonstrating tangible ROI. Training and Onboarding: Conduct top-line training sessions to empower clients with platform proficiency. Account Growth: Identify opportunities for upselling and cross-selling to drive revenue growth. Client Advocacy: Advocate for clients within the organization to ensure high levels of satisfaction. About You: Previous experience in account management or customer success roles, ideally within the tech sector. Strong interpersonal and communication skills are a must. Excel at problem-solving and delivering exceptional client experiences. Self-motivated

with a passion for driving client success. Ready to make your mark in the world of AI software? Apply now!

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