

Semasio is looking for a

Client Development Manager EMEA (m/f/d)

Your responsibilities will include:

- Strategic Client Development in the region EMEA and APAC regions
- Cross- and up-selling to existing customers and partners (media agencies, trading desks, publishers, direct advertisers)
- Consulting and training customers regarding the use of the Semantic Targeting Platform
- Understanding and optimizing semantic targeting strategies based on the client's requirements
- Organizing and hosting individualized client workshops
- Building and maintaining a long-term partnership with the client
- Ensuring quantitative and qualitative customer growth
- Developing client specific business cases
- Reporting and working with the EMEA Team Lead Client Development
- Collaborative working environment across departments

Your profile:

- Previous experience as an Account or Business Development Manager preferably in consulting and managing around complex software solutions
- Experience in the online marketing industry, including a network with media agencies, trading desks, publishers, and advertisers
- Excellent communication, negotiation, and presentation skills
- Team player with hands on mentality and drive to learn and understand new topics
- Fluent in English with German fluency a plus
- Sales and relationship building skills
- Good technical understanding of digital marketing ecosystem

What we offer:

- Start-up spirit with the resilience of a globally established company
- A guaranteed steep learning curve
- Competitive compensation with annual budget for training and development
- A vibrant international environment
- Work in our office located in the heart of Hamburg
- A range of additional perks (team events, free food and drinks, flat hierarchy)