

# Technical Account Manager

Who we are:

Semasio is a Unified Targeting provider that enables digital marketers to reach their target audience by seamlessly combining Audience and Contextual targeting. Our clients are leading global media agencies, brands and publishers, and we operate globally with offices in Germany, Denmark, Portugal and New York.

Your responsibilities will include:

- Client Development in the North America region, possibility LATAM and APAC
- 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
- Organizing and hosting individualized client workshops
- Building and maintaining a long-term partnership with the client
- Ensuring quantitative and qualitative customer growth
- Reporting and working with the regional VP Sales and Client Development Managers

What we are looking for – you have, or you are:

- 1-2 years Account or Business Development Manager preferably in consulting and managing around complex software solutions, but not required
- Experience or interest in the online marketing industry
- Excellent communication, negotiation, and presentation skills
- Team player with hands on mentality and drive to learn and understand new topics
- Fluent in English
- Sales and relationship building skills

What we offer

- Great and flexible working conditions
- Competitive salary with lots of benefits
- Chance to bring your own ideas to life
- Friendly and fun international team
- Work right in the center of New York (close to public transport)
- And all the other usual things – work from home, free snacks, team activities, and more!

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