

NetElixir eMarketing Solutions (P) Ltd.

Position	Accounts Manager-Search Marketing
Job Description	<ul style="list-style-type: none"> • Understands clients business goals and needs to formulate an efficient account strategy • Work with CRM (Client Relationship Manager) to proactively set and manage client expectations • Create specific goals and analyze their performance through regular client review sessions • Provide consistent feedback on the performance of tech tools to engineering team • Suggest improvements for clients advertising campaigns based on in-depth analysis • Propose and deliver new services that add value to each account • Manage, maintain and grow clients business through new initiative, ideas and betas. • Identify up-sell opportunities and plan resources and meetings to pitch to clients • Maintain timely client communication with an understanding of any ad-hoc requirements • Anticipate any eventualities that may affect the account (technical snags, special promotions etc.)and communicate these with clients • Work with the technical team to test products, develop new tools etc
Administrative Responsibilities	<ul style="list-style-type: none"> • Conduct performance and competency reviews for NetElixir team members • Administer account performance reviews to grow clients and NX business • Work as a liaison between the Analyst and Client Success Manager • Conduct team-wide training to improve productivity • Effectively manage and provide able leadership to team members
About NetElixir	<p>Fanatically analytical, search advertising mavens. Technology builders. Friendly experts. Firm believers in sharing knowledge. Founded in 2004 by Udyan Bose, our vision is to touch millions of businesses around the world and aid them in benefitting from search marketing.</p> <p>The NetElixir team consists of a multitude of search marketing</p>

	<p>engineers, Data scientists, technologists and global operations managers all of whom are constantly ideating, innovating and implementing unique practices that drive towards our vision of empowering search advertisers.</p> <p>With offices in US, UK and India, NetElixir works around the clock, persistently gathering, evaluating, computing, and formulating raw data and turning it into actionable insights for our customers. We work consistently to develop new technology that will improve and facilitate digital marketing efforts across the globe.</p>
Qualification	<p>PGPM/MBA (Marketing/Operations)</p> <p>(with a minimum aggregate of 65%)</p>
Desired Skills & Experience	<ul style="list-style-type: none"> • Excellent inter personal Skills with demonstrated proficiency in consensus and team building • Excellent written and oral communication skills, including exceptional presentation skills • Strong project management, planning and analytical skills • Demonstrate success in managing multiple, simultaneous projects with budgetary and schedule constraints • Strong relationship management skills, including consultative selling, negotiation and strategic account development • The ability to coordinate with different teams in multiple geographic locations • In-depth knowledge of Search Engine Marketing best practices
Location	Hyderabad
Compensation	As per industry standards
Work Experience	Prior work experience of 3-4 years is preferred
Contact Person	Interested candidate may send their resume to Anser Syed on " anser.syed@netelixir.com "