

## Account Director (BPO) - Fully Remote

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Company: Sowelo Consulting sp. z o.o. sp. k.

Location: Kraków

Category: other-general

Do you have strong experience in Global Business Services? Do you have a proven track record in growing accounts, delivering complex projects? Great, So please take a few minutes and read about your potential new job. Our client is a fast-growing, agile international consulting firm with their headquarters in the United Kingdom. They've been focusing on optimizing processes, centricity and technology. One of the many areas they are focusing on is to design and implement next generation activities- reformulating operating models, optimizing processes and installing automation. As an Account Director, you will have an influential role in shaping and implementing our clients strategic vision within the BPO community, particularly in finance-related services. We are seeking a seasoned professional with a proven track record in growing accounts, successfully delivering complex projects, and providing exemplary leadership in a dynamic and competitive landscape. Your tasks will include: Drive the growth of key client accounts through strategic initiatives. Build lasting relationships with the BPO community. Ensure successful project delivery, meeting timelines, budgets, and quality standards. Collaborate with cross-functional teams for seamless project execution and exceeding client expectations. Lead with innovative solutions in the finance sector. Act as the main contact for key client accounts, understanding their needs and aligning with our clients offerings. Utilize finance expertise to optimize clients' financial processes through our clients BPO solutions. Stay informed on industry trends, market dynamics, and competitor activities in finance-focused BPO. To be a good fit for the Account Director role, you will have: Proven success in senior leadership roles within the BPO industry, achieving growth in accounts and successful delivery of complex projects.

Strong financial background with a deep understanding of processes, regulations, and industry best practices. (O2C, R2R, P2P) Exceptional client relationship management skills, able to establish and maintain strong executive-level relationships. Able to translate client objectives into actionable strategies. Strategic thinker with a track record of developing and executing plans that drive revenue growth, client satisfaction, and establish our company as a leader in financial BPO solutions. Experienced in leading and developing high-performing teams, fostering a collaborative and innovative work culture. Excellent written and verbal communication skills, with the ability to effectively communicate complex ideas and strategies. Keys to success: Ability to adapt to a fast-paced and evolving business environment. Good English Language skills Exceptional written and verbal communication skills Knowledge of Financial projects and Insurance projects Reasons to join: Permanent contract collaboration and pension scheme. You will be working fully remote in a stable, multinational company located in the UK working with the latest technologies. You will have the opportunity of self development while working in a flexible schedule while maintaining a healthy work-life balance. Sounds Interesting? Send us your CV by applying on this page. The provision of personal data by you is fully voluntary and the basis for their processing is your consent. We have prepared some necessary information, you can find in document: "Information regarding the processing of your personal data" . There you will find how your Personal Data is being processed and what your rights are in connection to this. The personal data will be processed by Sowelo Consulting spółka z ograniczoną odpowiedzialnością spółka komandytowa with its registered seat in Cracow (Limited Partnership) registered in National Court Register (KRS) under no. 0000680493, Sowelo Consulting spółka z ograniczoną odpowiedzialnością (LLC) with its registered seat in Cracow registered in National Court Register (KRS) under no. 0000671136, our Employees and Subcontractors (jointly referred to as the Company). Sowelo Consulting sp. z o.o. sp. k. is entered in the register of employment agencies under the number: 17107 IT Recruitment Poland | Executive Search | Recruitment Process Outsourcing Powered by JazzHR

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