

Account Manager, GenAI

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Company: Global Message Services

Location: Poland

Category: other-general

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Who we are:

GMS is the AI-driven communications solutions partner for Mobile Network Operators and enterprises globally. Our vision is to become the leading creator of value in the communication world. Together with our clients we identify growth opportunities and co-create secure, engaging AI-driven communications solutions that build trust between brands and their audiences, enabling next-generation customer experiences.

What you'll do:

Expand relationships with key customers while maintaining a high level of client satisfaction, fostering trust, and ensuring client retention and loyalty.

Proactively identify opportunities for growth within existing client accounts, working closely with clients to understand their evolving needs and objectives.

Oversee the timely and successful delivery of solutions, ensuring alignment with project timelines and client expectations.

Actively participate in new business projects and contribute to preparing pitches, proposals, demos, and other client-facing materials.

What we expect:

3-5 years of experience in a client-facing delivery role in a digital ad agency or a technology company.

Demonstrated track record of success in client relations & sales.

Fluent English, both oral and written.

Strong negotiation and presentation skills, initiative, and goal orientation.

Strong relationship-building skills and customer focus.

What we offer:

Multicultural & dynamic environment in fast-growing worldwide business.

One-of-a-kind company culture – a mixture of open mindset, high dedication, striving for success, and team spirit.

Professional team that is committed and stands for the highest standards of performance.

Our values – Integrity, Agility and Commitment – are vivid in day-to-day company activities.

Customer-oriented culture with high respect for both internal and external customers.

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