

Poland Jobs Expertini®

Remote Team Leader Account Management - Nordics

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Company: RTB House

Location: Poland

Category: other-general

Who We Are

RTB House is a global company that provides state-of-the-art marketing technologies for top brands and agencies worldwide. Its proprietary ad buying engine is the first in the world to be powered entirely by Deep Learning algorithms, enabling advertisers to generate outstanding results and reach their goals at every stage of the funnel.

Founded in 2012, the RTB House team comprises 1000+ specialists in over 30 locations around the globe. It serves more than 3,000 campaigns for clients across the EMEA, APAC, and Americas regions.

RTB House in the Nordics

Since opening our operations in the Nordics, we have rapidly established ourselves as a trusted partner for renowned brands within verticals such as Fashion, Travel, and Home. We embrace a remote-first approach, allowing our team members the flexibility to work remotely most of the time. However, to maintain a strong team dynamic and allow for valuable in-person interactions, we aim to meet regularly in our office in central Stockholm.

With a small, dedicated team in the Nordics, we continuously expand our team and have ambitious growth plans.

If you are passionate about digital advertising, thrive in a dynamic and fast-paced environment, and are eager to make a significant impact, we want to hear from you! Join RTB House and be part of our success story in the Nordics market.

What We Have To Offer:

Work in one of the fastest-growing global and future-proof ad-tech companies;

An amazing (one month) onboarding process to make sure you are equipped with all the necessary knowledge and tools to excel

Our hybrid work philosophy: based in Poland, you'll have the flexibility to work from home or our local headquarters offices, with regular trips to Stockholm for team collaboration, and the opportunity to work from any location of your choice for a limited period throughout the year

a Competitive compensation package

Opportunities to build your own path of self-development with an external training budget and co-financed language classes

Proven history of customer satisfaction with our AI-powered retargeting technology. (check out our client success stories at

What You'll Do And How You'll Make An Impact

Account Management plays a pivotal role in ensuring client retention, upholding a high level of customer satisfaction, and driving revenue growth among our existing partners. As the Team Leader of Account Management Nordics, you will be responsible for leading a dedicated team and managing your own portfolio of accounts while ensuring high customer satisfaction for the clients your team is responsible for.

Your team is located in Sweden but you have the option to live and work from Poland while you will visit your team frequently.

As part of a matrix reporting structure, the Team Leader Account Management Nordics will have a direct reporting line to the Business Development Director of Nordics and Benelux and a dual reporting line to the Vice President of Account Management.

Manage, support, and develop a team of 4 Account Managers

Ensure client satisfaction and high retention for all clients managed by the team

Support the team in regular performance reporting to clients, including QBR presentations

Oversee and optimize a portfolio of key accounts

Maintain local AM processes and global best practices

Coordinate and execute local projects in account management in line with company-wide projects

Organize optimization processes across Account Management & Technical Account Management teams

Internal reporting on individual and market performance to the Business Development Director

Desired Skills and Experience:

At least 2+ years in digital marketing account management in programmatic/retargeting/campaign management, experience with large clients

2-3 years of experience in a leadership role

Experience in managing Tier 1 e-commerce clients and agencies, including relationship building with director or C-level

Analytical thinker and problem solver, quality-first attitude, very high level of communication and presentation

Strong and clear motivation, being able to self-motivate

Experience with target setting and evaluation is an asset

Fluency in English

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