

Poland Jobs Expertini®

Senior Account Leader

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Company: Heat Recruitment

Location: Poland

Category: other-general

Location

Poland

Salary Competitive TypePermanent WorkplaceRemote Ref83689

Recruiter Managing This Role

Senior Account Leader / Consultancy / Growth / BPO / Delivery / Program / Automation / UiPath / Lean / Change / Permanent / Poland / EU

Location Poland (Remote/Hybrid) EU Based Applicants Only

Salary dependant on Experience.

Bonus and Benefits

I am lucky enough to be working with a leading consulting business making huge strides into Automation and is looking for a Senior Account Leader to join their team on a permanent basis. The business is in a period of sustained growth and is looking to hire a professional who can aid with client engagement, delivery, and growth.

If successful you will play a pivotal role in shaping and executing our strategic vision within the BPO community, with a primary focus on finance-related services. This position requires a seasoned professional with a proven track record in growing accounts, delivering complex projects, and providing leadership in a dynamic and competitive landscape.

Senior Account Leader Specification:

Lead the successful delivery of complex projects, ensuring adherence to timelines, budgets, and quality standards.

Collaborate with cross-functional teams to guarantee seamless project execution, meeting, or

exceeding client expectations.

Provide visionary leadership within the BPO community, focusing on innovative solutions within the finance sector.

Develop and execute strategies to solidify my clients position as a leader in financial BPO services.

Serve as the primary point of contact for key client accounts, understanding their business needs and aligning my clients offerings accordingly.

Actively contribute to client satisfaction by delivering exceptional service and value.

Leverage a strong background in finance to guide clients in optimizing their financial processes through my clients BPO solutions.

Provide insights, recommendations, and solutions aligned with industry best practices.

Stay abreast of industry trends, market dynamics, and competitor activities within the finance focused BPO landscape.

Utilize market intelligence to make informed decisions that enhance my clients competitive positioning.

Proven track record in senior leadership roles within the BPO industry, demonstrating success in growing accounts and delivering complex projects.

Finance Background, strong understanding of financial processes, regulations, and industry best practices, with a background in finance-related services.

Client Relationship Management demonstrated ability to build and maintain strong relationships with clients at the executive level. Translate client business objectives into actionable strategies.

Strategic Thinker, ability to develop and execute strategic plans that drive revenue growth, client satisfaction, and establish my client as a leader in financial BPO solutions.

Team Leadership, successful experience in leading and developing high-performing teams, fostering a collaborative and innovative work culture.

Communication Skills, excellent written and verbal communication skills, with the ability to effectively communicate complex ideas and strategies.

If you are based in Poland and have the relevant skills as a Senior Account Leader and would like to learn more about this role, please send me your CV and I will call you in confidence to discuss.

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#LI-DS1

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