

Key Account Manager at Greater Than

Are you passionate about handling and developing client relations? Are you a driven business developer with a strong entrepreneurial spirit? Do you want to be part of a tech company's international expansion? Then you have found the right opportunity!

Greater Than is an award-winning Insurtech provider, developing AI and applications helping Insurance carriers to predict risk, reduce claims cost and award good driving. Our business is growing rapidly, and we need a skilled and experienced Key Account Manager who is passionate about developing client relationships that lead to success.

Job description

As a Key Account Manager for our international customers, you will be independently responsible for handling and developing our business partners within auto insurance, automotive and data globally. Within this role, you will work with our sales and tech team to map business opportunities, drive sales processes, and be the lead point of contact for all client related matters and help them to success.

You will have the opportunity to use and develop your business acumen, work independently, create long-term customer relationships and explore thriving markets around the world. This assignment will involve travel both within Europe and globally when travelling is permitted again.

The team with us

With us, you work with a passionate team of 25+ people on Karlavägen in Stockholm. We are a fast-paced company and passionate about growing and developing our employees. The organisation is modernly led, and we approach a go-get mentality where we help each other and find areas for our employees to deepen their knowledge and accelerate their careers.

Who are we looking for?

To succeed in the role, we believe that you have a strong entrepreneurial spirit, and can keep several parallel projects going on at the same time. You are business-oriented, with analytical skills and it's natural for you to seek opportunities. You have experience of working with international clients and are driven by developing client relations. We believe that you feel strong compassion for your client's needs and success and find it natural to build trust, inspire and build long-term relationships with those you meet.

Qualifications

- Bachelor's degree in marketing, business administration, sales, or relevant field;
- 2-5 years' previous work experience in sales, management, key account management, or relevant experience
- Excellent verbal and written English communication skills; must be a listener, a presenter, and a people-person
- Driving license