

## Manager (Multiple Lanaguages) - EU Headquarters

Contributed by Team Scandi-jobs.com

These positions are located in the European Headquarters in Dublin, Ireland.

Positions available in: Danish, Dutch, English, French, German, Spanish, and Swedish. Google is looking for an enthusiastic, experienced and dynamic individual to proactively identify, develop, account manage and maximise revenue opportunities from either existing or new AdSense publishers. The ideal candidate will be a self-motivated starter with a passion for exceeding customer expectations through building, managing and maintaining long-term client relationships.

### Responsibilities:

Develop strategic territory/regional plans and goals.

Enhance existing customer experience with our AdSense publishers by initiating and managing customer relationships and expectations.

Take ownership for customer issues.

Technical trouble-shooting.

Maintain, report and monitor revenue activities. Prepare activity and forecast reports for accounts/products as required and take remedial action as appropriate.

Maintain awareness of market conditions/trends and competitor products.

Establish customer profiles, build industry knowledge.

Maximise client revenue by up-selling Google AdSense and promoting other Google products.

Promote Google's core values throughout all customer interactions.

### Requirements:

BA/BS or equivalent; advanced degree a plus.

In excess of four years account management experience.

Self-directed, motivated, and driven performer with exceptional multi-tasking abilities.

Exceptional customer focus.

Excellent presentation skills required for interaction with management, customers and sales teams.

Outstanding verbal communication skills as part of the role will require phone interaction.

Multi-lingual abilities are an advantage.