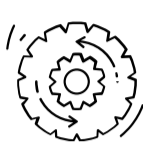







BE A PART OF SOMETHING BIG A PART OF SOMETHING GLOBAL

CUSTOMER SUCCESS MANAGER

WE EXPECT THAT YOU HAVE

-  Strong knowledge of Microsoft Solutions and their value proposition and differentiation
-  Outstanding ability to collaborate cross functionally with sales, product and operations teams
-  Extremely detail oriented and well organized, comfortable working independently, and have the technical aptitude to learn new technologies
-  Minimum C1 level English both verbal and written




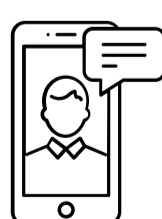
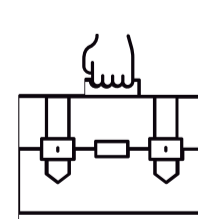
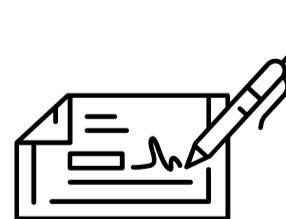

AN ADDED BONUS WOULD BE

-  WW or International experience and strong multi-cultural awareness
-  Demonstrated track record of excellent communication and presentation skills

THESE WOULD BE YOUR TASKS

-  Create customer journey to ensure Managed Services attachment to Atea software sales
-  Leverage deep functional expertise to increase the customer's usage of existing workloads
-  Proactively identify new workloads and expansion opportunities in each account to drive value both for the customer and for Atea
-  Proactively monitor and manage customer health to identify opportunities for both revenue growth and product enhancements
-  Facilitate strong cross-functional collaboration between internal teams
-  Drive customer satisfaction program CSP / SMC market

WE WILL PROVIDE YOU WITH

-  international and fast pace environment
-  endless training and constant growth opportunities
-  company events and an active social life
-  covered telephone expenses
-  modern office with free parking
-  company covered health insurance
-  great and motivated colleagues