

Account Manager - French

Job Requisition	R00167698 Account Manager - French (Evergreen) (Open)
Job Family	Sales Program & Incentive Management
Start Date	13/02/2025
End Date	
Primary Posting	No
External Posting URL	https://accenture.wd103.myworkdayjobs.com/AccentureCareers/job/Dublin/Account-Manager---French_R00167698-1
Description	

Accenture currently has an opportunity for an Account Manager. The right candidate will be instrumental in driving the rollout of a unique digital marketing advertising solution to the European market, and an integral part of growing our business.

We are partnering with Pinterest to help businesses build brand awareness, increase product sales, and much more. Our client's ad solutions leverage innovations and analytical insights to find, attract, and engage intended audiences using our clients' cutting-edge social media platform and advertising technology.

This is an opportunity to work with one of the fastest-growing players in social media, with the support of a leading global professional services company. Our high-performing Pinterest team has a proud track record. We maintain a positive, high-performing team environment by looking out for each other, cherishing diversity, and taking time to stop and celebrate success together regularly.

Responsibilities

- Manage a high volume of accounts; both new and existing.
- Retain and grow revenue within your accounts.
- Gain an understanding of our partners' business goals and turn data into compelling stories and actionable insights to help them succeed.
- Work collaboratively with the sales team to develop, maintain, and grow relationships.
- Troubleshoot and optimise campaigns.
- Upsell/cross-sell/activate existing and new accounts.
- Communicate new features and enhancements to our Product team.
- Track, analyse, and communicate key quantitative metrics and business trends internally and to partners.
- Establish clear advertising goals with agencies or direct accounts including entering campaign goals (KPIs) associated with CPA, ROI, ROAS, CPC, etc.
- Manage a large number of campaigns maintaining relationships with advertisers to ensure they are meeting their objectives.

#LI-EU

Qualifications

- At least 1 year experience in Advertising Technology campaign management in any online ad platform (Twitter, Facebook, Google, Pinterest, Snapchat, etc) and 1-year of experience in a sales and/or account management role
- Knowledge of the latest trends associated with online marketing
- Exceptional written and verbal communication skills
- Native level language fluency in the market to which assigned.
- Experience interfacing with clients.
- Preferably experienced in CRM tools such as Salesforce, Office/G-Suite collaboration and

presentation tools.

- Very strong analytical and reporting skills; Experience using data driven solutioning to drive positive business outcomes.
- Team player / collaborative operating style with the desire and ability to learn on the fly and do what needs to be done.
- Deadline and detail oriented

What do we offer:

- Hybrid role (3 days working from Office and 2 days working from home)
- Monday to Friday
- Health Insurance
- Social team events (indoor and outdoor)
- 20 days annual leave + 2 Company days + 2 volunteers.
- Recognition points which you can spend on shopping or vouchers.

Please also note that Accenture is an equal opportunities employer and welcomes applications from all sections of society and does not discriminate on grounds of race, religion or belief, ethnic or national origin, disability, age, citizenship, marital, domestic or civil partnership status, sexual orientation, or gender identity. Please advise if you have any particular requirements, so we can look into arranging reasonable adjustments to the recruitment process. You can contact us at access1Erecruitment@accenture.com

About Accenture

Accenture is a leading global professional services company that helps the world's leading organizations build their digital core, optimize their operations, accelerate revenue growth and enhance services—creating tangible value at speed and scale. We are a talent- and innovation-led company with 774,000 people serving clients in more than 120 countries. Technology is at the core of change today, and we are one of the world's leaders in helping drive that change, with strong ecosystem relationships. We combine our strength in technology and leadership in cloud, data and AI with unmatched industry experience, functional expertise and global delivery capability. Our broad range of services, solutions and assets across Strategy & Consulting, Technology, Operations, Industry X and Song, together with our culture of shared success and commitment to creating 360° value, enable us to help our clients reinvent and build trusted, lasting relationships. We measure our success by the 360° value we create for our clients, each other, our shareholders, partners and communities.

Visit us at www.accenture.com

Equal Employment Opportunity Statement

All employment decisions shall be made without regard to age, race, creed, colour, religion, sex, national

origin, ancestry, disability status, veteran status, sexual orientation, gender identity or expression, genetic information, marital status, citizenship status or any other basis as applicable by law.

Job candidates will not be obligated to disclose sealed or expunged records of conviction or arrest as part of the hiring process.

Worker Sub-Type	Fixed Term (Fixed Term)
Location	Dublin
Time Type	Full time
Locations	
Supervisory Organization	DIS Pinterest (Peter Dillon)