

**Position:** Digital Marketing Account Management / Client Success

**Work Location:** Bangalore

**Qualification:** Undergraduate (Any Stream)

### **About DeltaX**

DeltaX is a Data-Driven Digital Advertising Platform built for Agencies and Advertisers to optimally buy, track, attribute and report ad campaigns across search, social media, display RTB, Mobile, Video and other media channels. Founded in 2012, the platform serves as the pioneer in the Advertising Technology Industry. The cutting edge technology has empowered digital marketing teams across the globe with deep insights, automated ROI based spends optimization, activating award winning technology - driven campaigns.

### **About Digital Marketing Account Management / Client Success role**

DeltaX is looking for an enthusiastic person to join its Account Management team - you will work with different partners and are expected to develop and maintain business relationships by serving as an internal advocate and client liaison. You should possess a strong drive to learn, should be committed, disciplined and open to take challenges.

Someone who is curious, enjoys learning about new technologies and can communicate effectively will be a perfect fit for this role.

Your day to day responsibilities shall encompass:

- Serve as the point of contact for assigned accounts. Build trust and rapport while identifying areas of opportunity, highlighting best practices and documenting them
- Manage day to day requests and take lead on calls with partners to understand requirements. And train partner teams on the platform and drive product adoption
- Review the requirements, identifying how it's supported, taking a consultative approach in helping partners overcome issues and achieve goals
- Own the project end to end and ensure that we're providing the best support
- Coordinate with the internal teams where needed to ensure deliverables are on time
- Support the growth team on any prospect client demo calls and presentations as required

### **What you'll need to succeed in the role**

- Strong verbal and written communication
- Eye for precision and attention to details
- Strong Aptitude and must be good with numbers and logic
- Excellent analytical, organizational, strategic planning and project management skills
- Ability to multi-task and should be self-driven and proactive in nature
- Comfortable working across multiple departments in a deadline-driven environment
- Active team player, self-starter and a multitasker who can quickly adjust prioritize
- Interest/ Experience in digital marketing will be a plus

**Hiring Process:**

- Assessment Test
- Interview Rounds
- Offer letter