



## Key Account Manager

Montreal – Canada

### Technicis, professional translation expert

Technicis is the leading translation agency in the French market and is one of the top-three players in the European market. With double-digit growth and a young team, the Technicis group is undergoing rapid development, confirming its position as market leader.

### Key figures

- No. 3 on the European professional translation market
- 320 employees around the world and 5,000 expert freelance translators
- International presence: France, Belgium, Canada, Spain, Finland, Italy, Czech Republic and Switzerland

**As a result of our strong growth, we are looking for a Key Account Manager to join our new team based in Montreal, in the centre of the Plateau Mont-Royal.**

### Role

Working directly under the head of the department, you will be tasked with building and managing client portfolios from A to Z, from sales to project management.

Main responsibilities include:

- Identifying and understanding project requirements, and providing quotes
- Coordinating projects: preparing projects, finding translators, managing budgets and time frames, delivering projects
- Ensuring quality: adhering to contractual commitments, managing qualitative and quantitative indicators, achieving profit-margin objectives

The Key Account Manager plays a versatile role, from pre-sales to project delivery. Excellent people skills, a client-oriented approach and dedication to results, combined with a focus on quality, are essential.



### **Your profile**

You have at least one year of B2B experience in project management, ideally working in an international and/or multi-cultural environment.

The ideal candidate should be curious and interested in the technical aspects of the translation industry. You are able to analyse a situation and identify key areas for improvement in the process.

Proficiency in standard desktop applications and fluency in both French and English are a must.

Send your CV to: [spitrat@technicis.fr](mailto:spitrat@technicis.fr)