



Key Account Manager

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

To build on this momentum, Technicis is currently looking for a Key Account Manager.

Position

Working directly under the head of the department, the Key Account Manager will be tasked with building and managing client portfolios from A to Z, from sales to project management. The Key Account Manager's main responsibilities include:

- Building and maintaining strong relationships with clients: managing client relations, providing client support and advising on various projects.
- Identifying and understanding project requirements, providing quotes
- Coordinating projects: preparing projects, contacting translators, managing budgets and scheduling, delivering projects
- Ensuring service quality and reporting: 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, combined with a focus on quality, are essential.



Your profile

Candidates should have at least 3 to 5 years' B2B experience in project or account management, ideally working in an international and/or multi-cultural environment. The ideal candidate should be bright, curious and interested in the technical aspects of the translation industry. An ability to analyse a situation and identify key issues and areas for improvement are essential. Proficiency in standard desktop applications required. Fluency in both French and English is a must.

Send your CV and letter of motivation to recrutement@technicis.fr