



Client Development Manager to insights tech company

Opeepl is looking for a client development manager to handle and develop our growing client base. You will be responsible for increasing our current clients' engagement and onboard new clients. Our clients include some of the world's largest tech and consumer companies such as Nestlé, Danone and Opera.com. You will be working out of our office in central Copenhagen.

The Job

As client development manager you are our clients' main contact point and hold the overall responsibility for their success in using Opeepl. You will handle client relationship from onboarding to the development of the client in terms of usage, organisational spread and sales. Your main target is to ensure optimal use and value creation for the client across typically large organisations with several contacts, resulting in growing sales.

Reporting to the CEO and joining the commercial team, the client development manager will take over an existing portfolio of revenue generating clients with big potential for further international growth. In addition our business development team will feed new leads on a continuous basis.

The Candidate

You are a high-achiever and like being challenged personally as well as professionally. You are a team player, but can work independently and are capable of taking decisions. You are well articulated and find it easy to communicate with contacts on all levels in English and preferably Danish.

You have +4 years proven track record within sales/client service and hold a business-oriented degree. You preferably have experience within the market research industry and in handling large consumer industry clients. You are extrovert and can communicate Opeepl's vision to key decision takers and build relations across large organizations.

As a person you are open, robust and can handle stressful situations. You like an informal and hectic environment, but can also be focused when needed. You are structured, have empathy but also exert drive and urge to get things done.

The Company

Opeepl develops and markets a revolutionary consumer insights technology that radically improves decision agility for global consumer-oriented companies. Since the launch Opeepl have developed rapidly and today offers insights from more than 200 countries. The concept is offered as a SaaS solution with an online interface activating more than 500 million respondents globally via smartphones.

See more at www.opeepl.com

If interested please contact CEO Morten Korch-Haahr; morten@opeepl.com, +45 24289576