

Consultar Oferta

Ofertas Empleo

Gestión ofertas de Empleo
Gestión de ofertas Intermedias
Busquedas CV
Consultar Inscripciones
Nueva oferta
Nueva Empresa

Listados (En pruebas)

Consulta Indicadores
Indicadores Prácticas

Empresa

Desconectar

Referencia DL-60956

Puesto Google Customer Growth Associate 2024

Puesto Sie (Cod) INGENIERO TECNICO DE PROYECTOS

Actividad empresa <https://www.employ-ability.org.uk/>

Zona de la oferta Irlanda IRLANDA

Funciones

The Small Business Sales (SBS) Scaled team is a Sales team designed to grow small-sized companies with significant expansion potential. The team specializes in delivering the most effective solutions to high potential small businesses from all verticals and business models in the most efficient way for the business.

As a Customer Growth Associate, you will establish relationships by conducting regular phone consultations and pitches with a large portfolio of clients. You will promote solutions, manage partnerships, and provide analysis to deliver successful business outcomes. You will uncover the business needs of Google's key clients and achieve their marketing goals while driving incremental agreements through our advertising solutions.

When our millions of advertisers and publishers are happy, so are we! Our Google Customer Solutions (GCS) team of entrepreneurial, enthusiastic and client-focused members are the "human face" of Google, helping entrepreneurs both individually and broadly build their online presence and grow their businesses. We are dedicated to growing the unique needs of advertising companies. Our teams of strategists, analysts, advisers and support specialists collaborate closely to spot and analyze customer needs and trends. In collaboration, we create and implement business plans broadly for all types of businesses.

JOB RESPONSIBILITIES

- Serve as a trusted advisor to clients by building relationships with key customer decision-makers and business owners to understand their business goals and digital marketing plans, and help empower their business with Google advertising.
- Manage large and diverse accounts and identify opportunities where Google Ads can impact growth while tracking account growth and product adoption quarterly goals.
- Conduct frequent phone consultations to evaluate campaign performance, make account recommendations, and mentor/influence business owners on digital marketing strategy.
- Engage in essential activities to drive customer relationship growth (e.g., proactive engagement, campaign performance review, client meetings, pitches, research, internal strategy building/execution, etc.).
- Participate in continuous training throughout the program to develop professional and business skills.

Requisitos

Minimum Qualifications:

- Bachelor's degree or equivalent practical experience. Experience in digital sales, client management, customer service, business development, customer outreach, marketing, consulting, digital advertising, or a related field.
- Ability to speak and write in English fluently.
- Ability to speak and write fluently in one of the following languages - Polish, German, Dutch, Italian, Spanish
- Candidates must be 2023/2024 grads who can start in June / July or September 2024

Additional pointers:

- Experience in Sales, Advertising, Account Management, Marketing, Consulting, or Customer Support
- Strong communication skills (previous work experience working with clients is ideal)

Contrato Contrato laboral indefinido

Puesto estable No

Jornada Completa

Horario Partido

Experiencia Indiferente

Meses 0

Retribución Fijo

Numero plazas 3

Otros comentarios

How to apply Candidates apply through EmployAbility but each applicant is assessed against Google's core competencies and selected through the Google recruitment process. Successful candidates are hired directly into the appropriate Google Programme and participate in every aspect of it. If you have any extenuating circumstances or require further information about the programme, please contact EmployAbility on +44 (0)7776 090 508 or +44 (0)7852 764684, alternatively email us info@employ-ability.org.uk apply now

Of. válida hasta 18/05/2024

Debes estar registrado para poder inscribirte en la oferta: [Registro nuevo alumno o titulado UPV](#)
IMPORTANTE! Después de registrarte debes cerrar sesión [aquí](#) y conectarte nuevamente para poder inscribirte.
Incidencias / consultas: usi@sie.upv.es

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