



Established in 2000, DIMOCO Payments is a trusted payment company with a license from the Austrian Financial Market Authority. Our expertise, flexible payment solutions, and trusted network enable merchants to effortlessly accept payments for goods and services worldwide.

In our international team of 20+ nations, you can expect plenty of room for your personal touch and personal responsibility. Flexible working hours and home office options support your work-life balance.

If you see yourself as an important part of a motivated team in a modern environment, then you are right with us!

To strengthen our dynamic and growing team, we are looking for an

(Senior) Account Manager (f/m/d)

Your mission:

You don't feel like standing still? Then DIMOCO is definitely the right place for you!

In this responsible role, you will ensure long-term business relationships with our partners and clients and thus create the basis for the success of our business. The aim is to further develop and expand a good partnership and to successfully manage the daily operational business in order to create and maintain profitable long-term business relationships.

Sounds exciting? Keep reading 👉

What you'll do:

- Build, maintain and strengthen lasting relationships with key accounts on a global scale
- Manage a portfolio of existing clients and increase business via value add and cross selling
- Achieve and exceed defined revenue targets
- Provide excellent customer service
- Evaluate market growth information and trends for business planning and product launches
- Provide accurate reporting and forecasts
- Manage internal resources that contribute with customer projects
- Liaise with Sales Operations, Project Management and Technical Client Support

Your profile:

- Experience in account management or in a comparable role, preferably in the Fintech industry or related field
- Excellent communication, organizational and presentation skills
- Strong negotiation skills and ability to interact successfully with decision makers
- Analytic and problem-solving approach to complex tasks
- Self-confident, purposeful and confident appearance
- Ability to build and maintain relationships with key customers, partners and stakeholders
- Willingness to travel as needed
- Experience with CRM software is preferred
- Excellent English skills, German is a plus

DIMOCO's promise:

- A position with great responsibility which is diverse and exciting
- Amazing benefits like a day off on your birthday, enabling you to celebrate this special day with your family and friends 🍰
- Interesting and international working environment in the growing and forward-looking payment industry, characterized by a dynamic and open working atmosphere
- We support you: You will receive comprehensive training on our products and systems
- Team spirit, passion, creativity and flat hierarchies characterize our company
- Flexible working hours and home office options
- Modern office in Vienna's 6th district and at Campus 21 in Brunn am Gebirge (with a free shuttle bus to and from Vienna)
- Regular DIMOCO team events
- Of course, you will receive a competitive remuneration package, which we will be happy to discuss with you personally. For legal reasons we have to indicate the gross annual salary which starts at € 33.250,00 (full-time). We are ready and willing to offer you more than the starting figure, depending on your professional experience and qualifications.

Up for a new challenge? Let's get in touch! 📞

We look forward to receiving your online application: dimoco.com/career/senior-account-manager/

DIMOCO Payments GmbH

Kerstin Günes

Head, Human Resources

Campus 21, Europaring F15/302

A-2345 Brunn/Gebirge

T: 0043-1-33 66 888-0

W: dimoco-payments.com/career/

Please note we will not accept any candidate profiles sent unrequested and unsolicited by recruiting agencies. We collaborate with preferred providers based on framework agreements and will not pay any fees to recruiting agencies without an agreement. Should we receive a candidate profile from a recruiting agency with which there is no framework agreement, and should the respective candidate be considered or hired, this will not entitle the recruiting agency to claim payment or fees.