

(SENIOR) ACCOUNT MANAGER DIGITAL

Data Driven, Client Focused, Individual – that’s the IRIS way. As a media, market research and consulting company, we support our national and international clients in the sports business ensuring their investments reach their full potential. **You would like to participate in exciting projects in the sports business? We are looking for a (Senior) Account Manager Digital (f/m/d) whose passion is to lead (digital/social media) analytics projects in sports and build and develop close relationships with our national & international clients.**

OUR COMPANY

- **Locations:** Karlsruhe and Cologne
- **Number of employees:** 40
- **Industry:** Sports business
 - Market & Media Research
 - Marketing & Sponsoring
 - Business Intelligence
 - Digital Services
- **Clients:** international and national companies, associations, clubs, marketers
- **Expertise:** Intelligent, individual and high-quality research products for clients who share our passion for professional sports.
- **Company culture:** Team spirit, personal responsibility, feedback culture, willingness to learn and develop, performance and will to win
- **Hierarchy:** Management at eye level, short decision paths

YOUR JOB

- Position: (Senior) Account Manager Digital
- Start: Upon availability
- Employment: Full Time / 40 h
- Duration of Employment: Unlimited
- Locations: Karlsruhe, Cologne or International (Remote Work)
- Salary: Qualification-dependent & performance-oriented
- Bonuses: Individual bonus model
- Vacation: 28 days / year
- Challenging & responsible job in a diversified work environment

YOUR TASKS

- Managerial role for the development and expansion of the Digital Services Business of IRIS (Social Media Consulting in sports)
- Analysis, interpretation and reporting of research data with a focus on Social Media Consulting in sports
- Conduction of Consulting Workshops with clients
- Cross functional coordination with and of the different functions and departments of IRIS (e.g. Sales, Media Services, Market Intelligence, ...)
- Active networking and business development in the area of sports marketing, communication and sponsoring
- Enrich IRIS digital B2B projects by showing sales-oriented initiatives (website development, support for B2B platforms communication (LinkedIn), participation to industry conventions, etc.)
- Develop new ideas for the Digital Services Business of IRIS

YOUR QUALIFICATION

- Successfully completed studies. Preferably in the field of sports management / digital and media / communication sciences.
- Digitally savvy. Excellent skills in dealing with digital media and strong understanding of social media data.
- Client-oriented approach („client first“) & spirit of initiative
- Affinity for sports & enthusiasm for the professional sports business and its structures
- Passion for data & good knowledge of Excel and Power Point, Canva and any other graphical tools
- Strong project management skills
- You speak German and English at C1 level [Common European Framework of Reference for Languages]

YOUR PERSONALITY

- High degree of initiative & organisation
- Team player & communicative
- Entrepreneurial mindset
- Analytical excellence
- Ready to learn & performance-oriented

YOUR TEAM

- Engaged & helpful
- International & multicultural
- Open communication & strong feedback culture
- Collaboration between departments
- Close cooperation with your manager & open-door policy

FURTHER BENEFITS

- Flexible work hours
- Up-to-date remote working options
- Onboarding-Program & Personnel development concept with internal and external training sessions
- Employee discounts...

HAVE WE PIQUED YOUR INTEREST?

We look forward to receiving your application, stating your salary expectations and your earliest possible starting date, at:

jointheteam@iris-sport.de

Your contact person is our HR Manager:

Navid Bahadori