



<https://fintech nordics.com/job/associate-account-manager-at-adyen/>

Associate Account Manager

Description

Adyen is looking for the next Associate Account Manager to join our Account Management team in Stockholm. You'll be managing relationships with Adyen's existing clients in the Nordics. You will not focus on new clients sales, however up-sales of Adyen's products and services to your client portfolio is a key part of the role. With a strategic mindset and a hands-on approach, you'll contribute to driving growth for some of the world's major companies. This is a great opportunity to start your career in a leading Fintech company!

Responsibilities

- Be the main commercial point of contact for your portfolio of merchants;
- Power the growth of your merchants in multiple sales channels, through proactive advisory in Adyen's products and services as well as the international payments landscape;
- Work closely with the other Adyen offices around the globe as well as the technical and sales teams to develop new features for merchants based on merchant needs and to help you build strong relationships with your merchants;
- Manage time-critical, cross-functional initiatives and projects in a fast-paced, highly entrepreneurial environment with little supervision.

Qualifications

- A natural-born networker with high energy, you are a self-starter with a proven commercial edge, entrepreneurial track record and strong negotiation skills;
- A strategic thinker with excellent people, project and time management skills;
- A fast learner and strong communicator with technical understanding;
- 1+ years of relevant experience in an account management or customer success, tech industry is a plus!
- Completely fluent in one of the Nordic languages as well as English;

Hiring organization

Adyen

Adyen (AMS: ADYEN) is the financial technology platform of choice for leading companies. By providing end-to-end payments capabilities, data-driven insights, and financial products in a single global solution, Adyen helps businesses achieve their ambitions faster. With offices around the world, Adyen works with the likes of Facebook, Uber, H&M, eBay, and Microsoft.

Employment Type

Full-time

Job Location

Stockholm, Stockholm County, Sweden

Date posted

January 17, 2023

APPLY