

Join our team as a

JUNIOR KEY ACCOUNTS MANAGER

Fintech | Software Solutions

Salary negotiable | Medical aid contribution | Provident Fund

ABOUT THE POSITION

Are you ready to embark on a thrilling journey in the world of FinTech? Do you have a superpower of building relationships and providing exceptional client experiences? If YES, we want YOU to be a part of our dynamic and forward-thinking team as a Junior Key Accounts Manager at Bitventure, a pioneering force in innovation.

REQUIREMENTS

- Grade 12, a certificate or studying towards a Diploma/Degree in Business or similar
- At least 2-3 years' experience in key accounts
- Own/Reliable transport and being able to travel from time to time.
- Excellent communicator and relationship builder
- Attention to detail, and able to manage multiple accounts and projects
- Customer centric approach, and an initiative and eagerness to grow

DUTIES

- Collaborate with teams to develop project plans and ensure accurate configuration.
- Ensure successful client onboarding processes, verifying accurate documentation completion to ensure successful client transitions.
- Drive client stability, proactively addressing problems and ensuring high levels of client satisfaction.
- Build relationships with key stakeholders within client organisations, fostering trust and continuous engagement.
- Identify and leverage opportunities to upsell/cross-sell and expand the client base.
- Manage timely and accurate processing of packs, providing progress updates to Accounts team.

WHY BITVENTURE?

At our core, we are driven by a powerful vision; to foster sustainable businesses by mitigating risks and boosting revenue. We are the catalyst for innovation and proudly embody the spirit of "Intelligence in Action". Our recent accolade, the Digital Transformation Award at Africa Tech Week, speaks volumes about our commitment to excellence.

WHAT'S IN IT FOR YOU?

An environment where success is not just encouraged, but inevitable :

- Digital Transformation Industry Leader
- Diverse and collaborative culture
- Professional growth opportunities
- Meaningful work
- Competitive Remuneration and Recognition

ABOUT OUR GROUP

Vision

We enable sustainable business by reducing risk and increasing revenue.

Mission

Empowering people and businesses to safely transact in innovative ways.

Values

Customer First – Respect & Integrity –
Teamwork – Innovation – Excellence

Why work for us?

Industry leaders

Annual awards function

Fun teambuilding events

Employee recognition awards

Long term growth opportunities

Birthday bonuses

Study support

Excellent leadership

A family environment

About us

We showed a 46% annual growth in 2021 in the digital verifications and payments solutions industry. Our solution driven environment is not only extremely fast paced and agile but maintains exceptionally high standards.