

Tukan Agency Kft

2096 Üröm
Cinege utca 23
Hungary

Key Account Manager

Locations

Home office currently and possibility to evolve based on Covid and preferences.

The Role

As part of our expansion, the “Tukanos” are looking for a talented individual to join our small but growing team. Tukan needs a Key Account Manager to support the growing base of its customers.

We’re therefore looking for a top-notch professional to be the lead point of contact between the team (designers, web developers and project managers) and our clients. You will build and maintain strong, long-lasting customer relationships and will be overseeing customer account management, including negotiating contracts, agreements, project management and seeking new sales opportunities.

We’re working with local and international clients so fluency in several languages is a must.

Hungarian and English fluency are mandatory for this position. French mastery would be an advantage.

We provide very flexible working hours and location, a dynamic international working environment and no room for boredom!

What we’re after

- A genuine positive, “can do” attitude.
- Proven work experience as an Account Manager or similar role.
- Demonstrable ability to communicate, present and influence key stakeholders at all levels of an organization, including executives.
- Solid experience with Digital projects (you will be the face of Tukan to external stakeholders).
- Experience delivering client-focused solutions to customer needs (UI/UX and Agile principles for example).
- Proven ability to juggle multiple accounts and projects at a time, while maintaining sharp attention to detail.

Key Skills

- Fluency in Hungarian and English is a must as we are working with local and international clients. French mastery would be an advantage.
- Excellent listening, negotiation and presentation abilities
- Strong verbal and written communication skills
- Collaborative mindset
- Customer service
- Sense of urgency
- Attention to detail

Applications

Applications from suitable candidates should be sent to: careers@tukangroup.com

or via our website at <https://tukangroup.com/careers/>

Development opportunities

We believe that nothing is set in stone and that you make your own job, not the other way around. What that means is that you will enjoy a real level of freedom in setting the boundaries of your role. You will have the possibility to manage projects and expand your knowledge in customer experience, web design and Digital Marketing in general. It's all up to you how much and which subject you're keen on developing. We can guarantee you will receive the full team's support to ensure you learn as fast as you'd like to.

Who is Tukan?

Tukan Hungary was created in 2014 as a web agency startup serving all of Europe with a very simple idea: to help small and medium-size companies improve on several fronts - customer service, sales and cost reductions – all thanks to Internet.

What makes us different?

At Tukan we make Digital easy, fast and focused on making everyone's lives easier. All our web projects are designed from the very beginning with a digital mindset e.g. mobile first as opposed to traditional Marketing agencies who push print content online. This results in a terrible user experience, which we have all experienced unfortunately, so we decided to do something about it!

Digital interactions are a must on all our work and we focus on delivering tangible results for our clients.

How are we perceived?

As a partner. We help small businesses with their branding, business strategy and their daily operations. We improve their service with the expertise we acquired in very big international corporations (HSBC Bank, General Electric, ING, Price Waterhouse & Coopers).

What makes us come to work everyday?

First of all, it's not work for us - seriously! We're all having fun! Our creative team enjoys being different and free in our approaches; our developers enjoy creating custom solutions that are challenging and rewarding. And we love working together and with our customers.

It is very gratifying to work very closely with our customers to design a solution that we can see quickly after starting and get positive comments on our work. All our new business comes from satisfied clients that send their friends to us.

Between us we speak English, French, Spanish, Hungarian, Kazakh and Russian and we hope to continue to grow this list! So, it feels very International and it's great to speak to clients in other countries every day!

What's next for Tukan?

Growth! As part of our success, we need to grow to continue helping our customers. We are therefore looking for talents to join us and have fun helping our clients with innovative projects.

We currently work a lot with clients in France, Hungary and the UK (even Panama and Thailand). We opened a presence in France in 2018 and are planning to open an office in Latin America in the medium term as this is where it all started for us and where our name originated.

Want to know more about Tukan?

Visit us at tukangroup.com or call us on [+36 70 403 4489](tel:+36704034489)