

Dartfish SA is a Swiss based company providing video-based performance analysis solutions. We provide digital solutions to support performance analysis in Sport, Education and Health. At Dartfish we believe technology can make athletes stronger, teams better and sport safer. (www.dartfish.com)

To strengthen our team in Europe with a focus on the German speaking markets, we are looking for a

Account Manager (Switzerland – Germany – Austria)

based at our headquarter in Fribourg, Switzerland. If you are looking for an exciting challenge in a friendly and dynamic environment, then we would like to hear from you.

Key Responsibilities

- Identify and secure new business opportunities, with a strong emphasis on team sports, by acquiring and engaging new customers.
- Build and strengthen relationships with existing customers to build loyalty and identify up-selling and cross-selling possibilities.
- Negotiate and finalize contract renewals, ensuring alignment with company objectives, renewal targets, and individual performance goals.
- Collaborate closely with other Country Managers on international initiatives and projects.
- Recognize opportunities for solution improvements or innovations to meet and anticipate the evolving needs of the sports industry.

Qualifications and Skills

- Language Proficiency: Fluent in German or Swiss German, with a strong command of English; proficiency in French is an advantage.
- Personality: Outgoing and open minded, capable of quickly building relationships and developing networks.
- Tech-Savvy: Strong interest in technology and its applications in the sports industry.
- Customer Insight: Ability to quickly grasp customer needs, including processes, tools, and workflows.
- Travel Readiness: Open to and capable of traveling frequently.

Experience

- Sports Industry Knowledge: Prior experience in a sport environment (e.g., as an athlete, coach, or support staff) is an advantage.
- Professional Background: Previous experience in account management, business development or sales is a plus.
- Education: A bachelor's degree (or equivalent) in a relevant field is required.

What We Offer

- A dynamic and fast-paced work environment that encourages personal initiative.
- Flexibility to organize your work independently.
- Opportunities for professional growth and development.
- An international and multicultural workplace.

If you are eager to gain experience in the sports industry and consider yourself curious and passionate, we would love to hear from you! Please submit your resume and cover letter to hr@dartfish.com by January 30, 2025.

Note: Fluency in German or Swiss German is a mandatory requirement for this position.