

## Senior Account Manager

### About allpago

allpago develops and provides the leading payment solutions for the Latin American region enabling global digital companies and other payment providers to process all local payment methods, which make up over 70% of the Latin American eCommerce volume. We serve Getty Images, Nintendo, Microsoft, McAfee, Salesforce, Symantec, Teamviewer in Latin America. Until today we managed to grow organically without any external investors, and now we need you to keep on building our promise of accepting payments in Latin America.

Account Managers create meaningful relationships with top executives at our clients and find ways to be perpetually one step ahead of their needs. They deliver the optimal merchant experience by providing guidance and insight into local payments, local processing, and product. You will be expected to work across the entire allpago organization and develop deep and meaningful relationships with your merchants and your partners internally. Among our clients we have renowned international e-commerce companies like Adobe, Nintendo, or Symantec.

### Your Role

- Advice merchants about payments in Latin America.
- Sell new countries, payment methods, and features in order to provide the clients access to all of our local connections.
- Be the internal advocate of the client inside allpago.
- Onboard clients and guide the technical integration with client and within allpago, working closely with the Sales and Technical teams.
- Provide proactive analysis and monitor the performance, working closely with the Operations teams
- Discuss new features with the Product, Technical and Operations teams.

### Your Profile

- Bachelor of Engineering, Finance, Economy, Business Administration.
- Minimum 3 years of experience in an account management role / product management role or a consulting role in financial services.
- A plus if you have experience with Ecommerce, or Recurring payment businesses.
- Excellent written and verbal communication skills
- Critical thinking and problem-solving skills.
- Strong analytical skills, combined with the ability to use numbers for business strategy.
- Excellent time and project management skills.
- Fluent in both English and Spanish. Portuguese is a plus.

We offer you an international working environment with flat hierarchies in the heart of Berlin and the opportunity to work across regions with your peers in Brazil and Mexico.

Over 80% of our clients come from the Silicon Valley which ensures an innovative and challenging working environment. Please send your cover letter, CV and relevant job references to [careers@allpago.com](mailto:careers@allpago.com).

If you are eligible, passionate about shaping business partnerships and deliver results, we will reach out to you!