



## Account Manager (New York / Full time)

### About UpClear

UpClear ([www.upclear.com](http://www.upclear.com)) is an enterprise-software company focused on the Consumer Packaged Goods industry, and especially Sales Optimization. UpClear's flagship software BluePlanner covers Sales Planning and Trade Promotion Management. UpClear has clients in more than 10 countries and operates out of London (UK) and New York City (USA). This year, UpClear will achieve more than 50% growth in revenue.

### Job Description

We are looking to expand our team to support growing CPG client base in North America, Europe and Asia. This is a unique opportunity to join a Software-as-a-Service company at early stage along with a young and dynamic team.

#### *The position involves:*

- **Client Services:** Supporting existing clients and working on new client projects in North America. Helping clients take full advantage of the software, such as business process improvements, business intelligence optimization, promotion efficiency insights.
- **Software management:** Participating in the prioritization, design and testing of new software features
- **Business development:** Participating in new business development efforts including marketing (website contribution, case-studies, white papers), prospects demonstrations, product positioning and growth strategy, and attending industry trade shows and networking events
- **Process:** Contributing to improving UpClear internal processes and tools to maximize efficiency and client service

#### *Requirements*

- Bachelor's or Master's degree with minimum 3 years of work experience including Project or Account Management
- Experience with the Retail or Consumer Packaged Goods industries, as an employee, business consultant, or software/service provider
- Strong autonomy, leadership, organizational skills, rigor, attention to detail, multi-tasking
- Excellent written and verbal communication and interpersonal skills
- Fluent English with one second language strongly preferred
- Travel required: 20-40%

#### *Job perspective*

- grow with the company in one of the 4 departments (Client Services, Business Development, Product Management or Corporate/Management)
- develop management, negotiation, communication skills
- develop consulting experience and expertise in the CPG industry
- contribute to the development of a young software company, including strategy, marketing and sales activities

**If you wish to apply, please send a cover letter and resume to [recruitment@upclear.com](mailto:recruitment@upclear.com)**

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