



Client Manager in Germany

About BMAT:

We love music. It makes our lives a zillion times better. And we want to give something back to her (yes, to us music is a lady). Make her life easier and her future brighter. We apply our scientific, data-infused brains to tell everyone what music has been played - so that creators get the recognition they deserve. We hear everything everywhere and tell everyone who wants to know. 'What plays around will come back around' we say. We believe by helping this happen we can make a positive change in the music ecosystem and enjoy talent for another million years.

We are a team of pretty decent people who enjoy working with each other. We're open-minded and well-travelled, coming from all parts of the world. We like coffee, tea, chai and mate all the same. We've got rappers, producers, cello players, DJs, and songwriters. The passion for music, the excitement for technology and Barcelona as a backdrop has proven to make a good combination.

We say there is a BMAT touch. We believe it has to do with being passionate, obsessive, nice, generous, honest, self-motivated, entrepreneurial, intrepid, crazy, extraordinary, creative, agile, human, friendly, smart, witty, talented, naive, optimistic, surprising, sensual, nerdy and not very hipster (unfortunately).

BMAT started in 2005 when a group of engineers with a passion for music decided to spin-off from an audio research lab in Barcelona. The company started with an idea - to index all the music in the world -, a mission - to better the music eco-system -, and a team of nerds eager to learn how to build a successful business. Today the company has grown to a hundred people - spread across Barcelona, Buenos Aires, Lima, São Paulo, London, Paris, Oslo, Tel-Aviv, Johannesburg, Singapore, Tokyo and Seoul - that team up to deliver daily 1 million identifications and 3 billion matches to our partners from all over the music industry.

About your new job:

You would be charge of:

- **Building a strong relationship with customers. Regular visits. Meeting and building relationship with all the local relevant industry actors.**
- **Ensuring customers are happy with the services and the work flow and understand their needs in depth.**
- **Coordinating the treatment of customer requests and needs with the BMAT technical teams based in Barcelona.**
- **Detail-oriented individual with the ability to quickly assimilate and apply new concepts, business models and technologies.**

We are looking for someone with:

- **previous knowledge of the music industry**
- **previous experience in tasks related to Account, Product and Project management**
- **experience in Agile projects management and/or technical account management**
- **academic background in telecom, computer science or similar engineering**
- **native German language is a must and multi-language fluency are desirable**
- **excellent communication, proven leadership skills and team worker**
- **excellent decision-making, critical thinking and problem solving**
- **good heart, talent and passion are a must**

You would be hired full time. You could be based anywhere yet willing to travel once a month. You would decide your own working hours and holiday calendar in coordination with the rest of team members. You would enjoy our social benefits. You would report to the CEOs. And, we would celebrate we found you and welcome you to the team!

Interested? Please, contact with:

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