



We know what matters to people



Account Manager Portuguese Markets (f/m)

Full time

advigo GmbH is the international market leader in life coaching. Based in Berlin, the group's portfolio includes digital counselling platforms, content and e-commerce services, websites and apps, as well as its own TV channel. With around 250 employees across various business units in Europe, the UK, Asia and Latin America, advigo offers support in life coaching, spirituality, astrology and esotericism.

Job summary

For our brand **fortunica**, we are looking for an Account Manager. **fortunica** is a marketplace that connects advisors to people who seek answers for life's many questions. So far, the app has been featured in 54 countries and is available in 4 languages and continues to achieve strong sales and user growth. As Account Manager, your responsibilities are a blend of operational and strategic tasks, ranging from managing our advisor community to helping with marketing campaigns. You report to the Global Markets Development Lead.

What you do

- Recruit Advisors for the assigned Market
- Review individual performance of each expert: quantity, quality, loyalty and other parameters linked to performance.
- Perform training sessions for Advisors
- Act on complains related to the Advisors performance
- Manage, translate and update Advisor guidelines and training material according to the department suggestions
- Build reports and presentations based on KPIs
- Inform Advisors about releases, changes, updates, promotions, upcoming marketing campaigns, esoteric trends according to market behaviour
- Manage the Advisor community through communication tools such as Slack and Email
- Work with the Market Manager for conceptualization and implementation of marketing campaigns
- Research new trends in the market
- Handle customer support issues
- Propose features to improve the B2B performance on the app

What you bring along

- Previous work experience in recruitment and coaching
- Interest in mobile marketing and business development
- Enthusiasm for mobile apps
- Confident working with MS Office (Word, Excel, PowerPoint) and experience with new media tools
- You love to work in a team and you are proactive
- Great interpersonal and writing skills
- Portuguese at native speaker level and fluent in English

What you get



Success and Security

Join a successful company with proven business acumen; enjoy the long-term perspectives of an unlimited contract



Personal growth opportunity

Progress drives human beings – we at advigo understand the need of consistent further development and offer tailored trainings and career paths to each employee



A sound mind in a sound body

Work well, work healthy – yoga & back training, sponsoring of sports events, daily fruits, work-life balance (flexible working hours and family-friendly) we make sure to provide the best work environment



Fun at work

Enjoy the unique flair of a start-up mindset in a mature company, dynamic working environment with flat hierarchies and nice after work culture