

If you are looking for your next challenge, Asta might just be the right place for you!

Asta is a leading full-service technology and consulting agency. Beyond our IT acumen in software, web and mobile app development, our fit-for-purpose managed service solutions and our ground-breaking AI and blockchain technologies, there's something more.

Our relentless commitment to people. And not just our customers, but our team.

### **About the role:**

One of our core values is Relentless Client Focus and as an Account Manager for our Development capabilities, you will be accountable for ensuring we live this value. Reporting to our Head of Client Success you will manage and deliver our development projects through all stages of the process from conception, briefing and proposal to testing and deployment.

You must be a proven Account Manager who is passionate about exceeding clients' expectations, like to work hard and tackle new challenges.

### **Your responsibilities include:**

- Building and maintaining strong customer relationships
- Building a full understanding of our clients' business requirements
- Being the 'go to' person for all matters related to your client accounts
- Negotiating and finalising agreements
- Achieving client and internal deadlines
- Forecasting and tracking account metrics
- Focusing on client satisfaction through impeccable client servicing, handling and reporting

### **What can you bring to the table?**

Just have a look below, if this sounds like you it's definitely worth putting yourself forward:

### **Required Skills:**

- Demonstrated experience in a similar role
- Working knowledge of website and app development at a high level including:
  - Front end and back end development practices
  - Understanding of basic CMS usage, navigation, population etc
  - Ability to analyse and scope potential new website projects
  - Experience with QA and UAT process and best practice

At Asta we know that an organisation, no matter how well designed, is only as good as the people who live and work in it. Our people are passionate about delivering outstanding customer service in a fast paced, professional, IT environment.

Everything we do at Asta is driven by our core values: One Team, Relentless Client Focus, Trust, Loyalty & Honesty. Our people love what they do, enjoy working together and thrive in our culture of growth and development.

So what are you waiting for? Apply now - we'd love to hear from you!

We are especially keen to hear from anybody who has been impacted by job loss due to COVID-19 or is otherwise available immediately.

Please note:

- This role is based on St Kilda Road, currently WFH as per government guidelines
- You must have the right to live and work in Australia
- All short-listed candidates will be subject to a National Police Check