

Account Manager (Fulltime - 40 hours)

TRCKtrace is looking for an Account Manager (full-time - 40 hours) Do you have several years of experience in a commercial role, are not afraid of approaching people and know your way around the events and music industry? As our new account manager, you'll have an active role in discovering and reaching our potential customers, generating new business and are an indispensable part of the growth process of TRCKtrace.

TRCKtrace.

TRCKTrace supplies web crawling technology for the monitoring of (live)music events and the tracking and recognition of all available online audio and musical content. By combining our intelligent crawler, fingerprint technology and broad knowledge of the music industry, TRCKtrace offers the solution for the gathering of metadata of (global) live music events and the tracking of online published music. Organisations using TRCKtrace are, amongst others: SACEM, GEMA, Buma/Stemra, IMRO, SUIISA, Videma, Sony and Universal. TRCKTrace offers a diverse range of intelligent, innovative tools that help manage copyrights, neighbouring & creative rights, royalties and collect these fees.

Account Manager.

Your main task is to generate new business, in the Netherlands and internationally. You actively seek out potential customers, partnerships and relations. For this, you'll travel abroad often, too. You share the story of TRCKtrace full enthusiasm and the added value of the data and insights we offer. Creating, cherishing and preserving great relationships with (potential) customers and partners aren't new to you. You have a great network within the events and music industry and are well informed of any developments in the events industry, music industry, and the world of rights and royalties.

You.

- Have at least knowledge at an academic level (hbo) and are a real go-getter
- Have 3 - 5 years of experience in a commercial role, preferably at a music publisher, label, event/music organisation or rights management organisation (CMO)
- Know your way around the event and music industry: an existing network is a plus
- have a positive mindset, be proactive and have excellent social skills. You are verbally strong. Knowledge of other languages is a big plus.
- You have a passion and interest in (live) music, events, festivals and (technical) knowledge of the world of rights, royalties and CMO's.

Us.

- Offer you a challenging full-time job for 40 hours a week.
- A competitive salary, based on your experience and knowledge, bonus scheme included
- Work laptop and mobile phone, travel expenses and the necessary days off
- A flexible, ever-developing and informal working environment. You'll be the newest member of our small team of enthusiasts, working in our Amsterdam office
- Will get the chance to expand your potential and help TRCKtrace grow internationally.

Interested?

Send your motivation and CV to **Joris Bos, joris@trcktrace.com**, and we'll get back to you soon. Acquisition in response to this vacancy is not appreciated.