

Senior Project Manager (AdTech)

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Company: Sigma Software

Location: Romania

Category: business-and-financial-operations

Overview

Required skills

Project Management / strong Risk Management / strong Leadership skills / strong English / strong

We are looking for a Senior Project Manager to join one of the best management teams in Sigma Software!

You can become a part of a 300+ team of experts in the AdTech domain by joining our Stellar team. What is Stellar? A community, a network, and a dedicated business unit in Sigma Software that specializes in Advertising Technology solutions. Throughout these years, we've had opportunities to work with some of the largest #adtech companies in the world.

We brought tons of #adtech startups from an idea to a thriving business. We've been working with advertising technology businesses to help envision, build, and support their technology since 2008.

Project

We are building a Competence Center where we stay focused on exploring our domain to become best-in-class specialists in the industry. If you strive to build long-term cooperation, develop business and relations with the best customers, and are ready to take commitments for common business development, it could be a perfect match.

Requirements

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Excellent knowledge of project and program management methodology, tools, and

techniques

At least 5 years of project management experience

Strong knowledge and a “hands-on” experience in creating and managing delivery contracts

Advanced understanding and experience in operational processes inside European and US corporations

Excellent communication and presentation skills to communicate effectively with customers and project teams

Strong risk management skills

Strong tactical planning and leadership skills

Excellent negotiation and problem-solving skills

At least an Upper-Intermediate level of English

Business thinking is a must

Responsibilities

Responsibilities

Develop and improve customer relations, gain a solid understanding of their business, and constantly assist in extending it

Treat business and work as an entrepreneur. Act as the Customer’s agent, developing the business insights and proposing extra services that the Customer may need

Actively participate in pre-sale and up-sale activities. Take part in business proposal creation

Take an active part in business and contract negotiations, as well as define the business terms of contracts

Have the intention to build a project portfolio and turn it into your Program

Supervise services and project delivery by active leadership of the PMs’ team. Ensure projects start, tailoring and delivering according to the best-fit delivery model and best project

management practices

Work with business stakeholders to determine project vision and goals product functionality

Contribute to project life-cycle improvement through lessons learned, project achievements, etc.

Execute and supervise management and monitoring of project delivery. Deliver projects on-time and within the allocated budget.

Manage the project escalations within your portfolio.

Control KPIs (such as profitability, revenue, utilization, attrition) and take active actions to keep them at best possible level

Provide high-quality portfolio risk analysis; track, act upon, and communicate risks properly to your customers

Be a people manager, build strategic plans for required hires in collaboration with the Resource Manager and Recruiting Team, and ensure onboarded people's professional growth.

Drive continuous improvements within the Competence Center and contribute to the process and company development through PMO and PM training input

Implement best practices and tools for project execution and management

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