https://easydo.co/job/key-account-executive-it-consulting-delivery/

Key Account Executive – IT Consulting & Delivery

Hiring organization
EasyDo Digital Technologies

Employment Type
Full-time

Duration of employment
full time

Industry
IT Services

Job Location
Bucharest

Date posted
September 3, 2026

Description

EASYDO Digital Technologies is looking for a Key Account Executive – IT Consulting & Delivery to join our Consulting business in Bucharest. You will be the key interface between our clients, Sales team, Sourcing & Recruitment teams and IT consultants, managing the process from real client need to successful placement and delivery.

Responsibilities

- Understand and qualify client requirements beyond the written Job Description.
- Work daily with sourcing and recruitment teams to identify and position the right candidates.
- Review candidate quality and CVs before submission to clients.
- Prepare candidates and participate in client interviews when relevant.
- Support candidate salary discussions and client rate negotiations.
- Keep client, candidate and opportunity data accurate in HERAMUS.
- Follow consultants after deployment, monitor motivation, delivery quality and client satisfaction.
- Anticipate assignment endings and help maintain a high consultant occupation rate.
- Develop existing accounts and identify additional staffing and consulting opportunities.
- Contribute to Time & Material, Staff Augmentation, Dedicated Team and Managed Services offers.
- Support the Sales Director in B2B meetings, business events and new client opportunities, following them through to the first active consultant.

Work environment :

- Full-time, on-site role at EASYDO offices, Doamnei 14–16, Bucharest.
- The position may also involve client meetings and B2B events with the Sales Director.

Qualifications

- Experience in IT consulting, recruitment, staffing, account management, delivery or IT services.

- Strong communication, client relationship and negotiation skills.
- Ability to understand IT profiles and translate business needs into recruitment priorities.
- Proactivity, ownership, quality mindset and strong follow-up discipline.
- Comfort working with clients, recruiters, technical consultants and management.

Job Benefits

- Competitive salary and the opportunity to have a meaningful job where you can make a difference
- The chance to continuously evolve as a professional
- Variety of training opportunities
- Possibility to work in a dynamic and professional team in an international company with a strong background
- Medical insurance
- Meal tickets.

Contacts
Join Us at EASYDO:

With a team of 250 dedicated professionals, we combine technological excellence with a people-first culture. We believe in empowering talent, nurturing careers, and building long-term trust with our clients and our teams.