

## Technical SEO Project Manager & Team Lead

### We are looking for a SEO Project Manager with:

- Excellent communications skills with clients and team members - ability to clearly and effectively articulate thoughts and points and back them up with data/case studies
- Experience setting expectations with clients and managing timelines and deliverables
- Results-driven mindset - understands that SEO is more than traffic and rankings but a business tool to deliver ROI and meet business objectives of our clients
- Claim to excellence - strives to become the best at what they do and creates opportunities for the team and the company to grow
- Enjoys interaction with people and building relationships around values and shared goals - priorities Improve team culture as well as has the ability to work around client's politics to get things done
- Experience managing a highly talented and motivated team of technical and content-focused Account Managers, Data Scientists and Analysts
- Ability to prioritize SEO issues considering impact/effort together with the team
- Understanding of all marketing channels and how they play together with SEO
- Curiosity to learn something new every day

### Key Responsibilities:

Work with industry-leading SEO and CRO experts at Improve; lead the team and help drive results that matter

- Client Communications (email, video calls, in-person meetings)
- Project Management
- Work with your team and utilize the combined power of the Improve's analytical and online marketing skills combined with creativity and data to enable us to grow together with the client
- Translate SEO results into business and client language (ROI, sales, revenue, etc)
- Create presentations to best communicate data insights and strategies to clients on all levels (from CEO to Content Specialists); keep clients engaged and informed by communicating progress, performance, and next steps
- Organize, structure, and prepare Improve SEO Workshops together with the team; ensure all participants walk away with tangible results and actionable follow-ups
- Work with an international, multicultural team around the world and ensure smooth collaboration and leadership on a variety of projects and industries from Fortune 50 companies to startups

- Learn from smart people in international, challenging companies with major brands such as Red Bull, Pinterest, Hugo Boss, or American Express

### **Skills & Qualifications:**

- BA degree
- SEO experience
- Experience working with major brands and larger websites
- Improve works with industry leaders who know the growth space in and out - first-class analytical skills are required in order to master growth
- Project and time management skills; ability to juggle multiple responsibilities in a fast-paced, results-oriented environment.
- A “can-do” attitude and commitment to meeting and exceeding client expectations
- Experience leading a team
- Dynamic and engaging personality with a hands-on mentality and a passion for leading clients and the team to success
- International work and travel experience preferred

**Location:** New York Metro Area (preferred but remote work possible)

### **Benefits:**

Improve is a young, ever growing SEO company where nothing's carved in stone. Together with the Co-Founders, Head of Operations and Consulting, Head of Sales, and our Account and Project Managers, you guide Improve's next direction.

- Work on the most exciting SEO challenges and projects, 10x growth strategies for world leading startups, turning around traditional companies who missed the digital train and turn them into rockstars, fixing SEO issues nobody else was able to fix.
- Work across our 3 global offices (New York, Madrid, Vienna) on projects and transfer knowledge on a daily basis.
- SEO drives up to 70% of the revenue for many of our clients - learn how to use SEO as a growth tactic
- Access to unique Google and SEO insights
- 20 days paid time off per year in addition to public holidays (from day 1)
- Comprehensive Health insurance paid by the company
- 401k Plan
- 5 sick days
- Flexible working hours
- Relocation assistance (if necessary)

