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Account Manager (Permanent Position/CDI) - OSINT - Disinformation - Public Affairs

Storyzy is an independent company based in Paris, specialised in multilingual OSINT (open-source intelligence) applied to the detection and analysis of hybrid threats, in particular information manipulation. Our platform can be used to map information sources, analyse the dissemination of manipulative stories, detect networks of influence, track the evolution of manipulation campaigns, and carry out forensic image analysis, including the detection of deepfakes.

A forerunner in the fight against informational disorder since 2012, Storyzy now has almost 50 employees and supports its customers in 9 countries, mainly in the fields of defense, foreign affairs and security. Our technology is recognised nationally and internationally, and was cited as a reference in the French Ministries of the Armed Forces and Foreign Affairs' 2018 report on information manipulation.

Your challenge:

- Proactive management of international client accounts with a strong focus on commercial relationship-building.
- Preparation of quotes and regular updates to recurring commercial content (standard offers, sales decks, and presentations).
- Leading client conversations to understand needs and identify upselling and cross-selling opportunities.
- Collaborating closely with internal teams to ensure alignment on client objectives and the delivery of tailored solutions.
- Supporting the sales cycle through the preparation of compelling pitch decks and customized proposal materials.
- Monitoring relevant tenders in compliance with our ethical standards and commitment to democratic values.
- Driving the execution of international projects, with ownership of timelines, deliverables, and client communication.
- Handling day-to-day project administration and tracking performance metrics.
- Preparing internal and external briefing materials to support stakeholder alignment.
- Delivering clear, engaging presentations in English to diverse, with international audiences.

Experience & qualifications:

- **You are sincerely passionate about Public Affairs, OSINT, disinformation and have good interpersonal skills.**
- Master's degree in Political Science, Geopolitics, International Relations, or a related field, with a genuine interest in Public Affairs, OSINT, and disinformation.
- **At least 1 year of relevant professional experience**, including a significant role in account or project management, ideally in defense, security, or information influence contexts.
- Strong project management, organizational, and problem-solving skills, with proven adaptability in dynamic environments.
- **Excellent communication skills in both English and French (C1/C2 level)**, with strong editorial and active listening abilities.
- Knowledge of media monitoring tools and key disinformation-related concepts (e.g., foreign influence operations, astroturfing).

Storyzy is growing and offering a wide range of opportunities at the cutting edge of research thanks to our scientific partnerships in a rapidly expanding field.

If you are interested, send your application to jobs@storyzy.com !