

Organic Performance Project Lead US

Job summary

We are seeking an experienced, results-driven SEO Consultant to join our team as a senior expert and team leader.

Within one of Primelis' Business Units, you will lead and mentor a team of SEO consultants while managing a **portfolio of premium, US clients**.

You will deliver expert-level SEO consulting, designing and optimizing advanced organic growth strategies across multiple channels. The ideal candidate has a strong understanding of the organic performance ecosystem, a proven ability to drive sustainable growth, and solid leadership and client relationship skills.

Why Primelis?

- Beyond a classic agency model: We combine premium consulting services with proprietary SaaS tools. Our in-house R&D teams (developers and data engineers) build cutting-edge software that amplify the impact of our Paid, SEO, and Data strategies. Making us one of the rare agencies to offer true hybrid service + tech solutions.
- An international playground: Work on large-scale budgets (€1M+) across major global markets, especially the US. You'll collaborate with ambitious brands looking to accelerate their growth worldwide.
- A growth accelerator: We aim at tripling our revenue in the next 3-4 years with a clear vision to expand our US footprint. If you are looking for a high-growth journey you are in the right place.

Key Responsibilities

Strategic Consulting

- Act as a trusted advisor to key clients by understanding their business objectives and translating them into comprehensive, multi-channel Organic strategies.
- Define and deliver bespoke SEO roadmaps, including tactical execution plans, content strategies, technical improvements, and performance measurement frameworks.
- Collaborate cross-functionally with Paid Media, Content, Analytics, and Tech teams to deliver fully integrated, performance-driven solutions.
- Monitor industry trends, algorithm updates, and emerging technologies (search engines, LLMs, social platforms), proactively providing strategic insights and recommendations.

High-End Client Relationship Management

- Manage a portfolio of premium, international clients across European and US markets.

- Build and maintain long-term relationships with senior-level stakeholders, positioning yourself as a strategic partner.
- Present complex data, insights, and recommendations clearly to non-technical audiences.
- Lead regular client check-ins and business reviews to assess performance and identify growth opportunities.

Organic Performance Strategy & Delivery

- Oversee end-to-end Organic performance initiatives, including full-funnel strategies across search engines, LLMs, and social platforms.
- Leverage strong technical SEO expertise, onsite optimization knowledge, and the ability to design and manage Digital PR / Offsite campaigns.
- Conduct comprehensive SEO and content audits, and define scalable, high-impact content strategies
- In collaboration with the Data team, use advanced analytics and reporting tools to monitor performance, identify trends, and generate actionable insights.

Team Leadership & Management

- Lead, manage, and mentor a team of 4 SEO consultants, ensuring delivery excellence, skill development, and performance alignment.
- Provide regular coaching, feedback, and performance reviews to support individual and collective growth.
- Foster best practices, knowledge sharing, and methodological consistency across the team.
- Contribute to the development of internal tools, methodologies, and training programs related to Organic performance.

Our offer :

- Contract : Permanent contract
- Start date: April/May 2026

Qualifications:

Experience:

- You have at least 4 years of professional experience in an SEO agency.
- Proven experience working with scale-up and enterprise-level clients with complex organizational structures.
- You have a minimum C1 level in English and have already worked in an international environment (US experience is a plus).
- Demonstrated ability to exceed performance targets on complex, multi-market accounts.

Soft Skills:

- Exceptional communication, presentation, and interpersonal skills.
- Strong strategic thinking and problem-solving abilities.
- Highly organized with meticulous attention to detail.

- Ability to manage multiple projects simultaneously in a fast-paced environment.

Technical Proficiency:

- Expert-level proficiency in SEO tools (e.g., Google Search Console, Google Analytics, SEMrush, Ahrefs, Screaming Frog)
- Strong analytical skills with the ability to interpret complex data, identify trends, and draw actionable conclusions.
- Deep understanding of search engine algorithms, ranking factors, and technical SEO best practices.

What We Offer:

- Competitive salary commensurate with experience.
- Opportunities for continuous learning and professional development.
- A collaborative and supportive work environment where your expertise is valued.
- The chance to work with a diverse portfolio of exciting clients and make a significant impact.