Associate Account Director

Our client is on the hunt for an Associate Account Director who is looking to be an inspirational spark for their clients and the team they are working with. This person will lead the team and also be the day-to-day contact for assigned projects and guide those businesses in the development and application of the agreed-upon brand/marketing plans. The right candidate will take a thoughtful approach to driving action. They also love working on teams and are driven to be part of inspiring the strategic foundation that helps make good work, great. A bachelor's degree and at least 6 years' experience in an agency environment are the baseline requirements.

Lead account management professional, responsible for nurturing and growing strong client relationships, a portfolio of work and a team of professionals. 7-10 years experience.

• Responsible for directing multiple projects/accounts with a high degree of autonomy

• May manage all or part of a work plan for AM/AS

• Effectively delegates to others

• Reports to Account Director

• Defines assignments and articulates direction

• Leads or assists in development of overall client strategy

• Develops and drives project strategy

• Owns application of strategic direction

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• Leads execution phase of work – tracking work as well as setting direction for team action

• Resolves resourcing conflicts through setting priorities

• Exhibits effective decision making

• Negotiates budgets/SOWs

• Leads client service effort on assigned work.

• Responsible for main contact client satisfaction

• Forms strong client relationships with key contacts

• Advocates for clients internally

• Sells agency work externally

• Travel based on client needs

• Responsible for project-level projections + billing and some account level

• Participates in ways to expand agency awareness

• Helps lead new business

- Leads cross-functional team
- Generalist in marketing content areas (broad awareness across disciplines)
- Develops materials/ presentations as needed
- Frames direction for presentations