

SENIOR ACCOUNT EXECUTIVE

US: At The Miller Group we work as a highly collaborative team. Everyone has shared accountability for creating culturally engaging work that builds and drives our clients' business. We are looking for a senior account person (possibly account supervisor) with 2 – 5 years agency experience, strong digital skills and some production knowledge across all channels.

YOU: You're proactive, upbeat, detail oriented and resourceful (the latter is a must). You're inquisitive and enjoy working in a smaller (10 person), virtual agency environment. You're an idea generator, skilled diplomat and relationship builder. You understand the role and importance of all agency functions, but especially in creating an environment that supports great creative. You know how to earn a client's trust, listen and respond thoughtfully, and you're committed to doing the right thing for the client, even if it may differ from what the client believes is right. You respect good counsel and know how to guide a client. You're street smart, highly skilled at digital and a team player. Finally, but not necessary - you may be an entrepreneur with a client or two interested in joining forces.

Responsibilities include:

- Lead campaign development from creative concepts through execution and delivery.
- Serve as main day-to-day account contact, ensuring all campaign deliverables are executed on time, on budget, and on brand.
- Accountable for integrated client results across all relevant products/services. Important to be knowledgeable about video/social/digital/experiential/radio/OOH.
- Manage project schedules, budgets, weekly status reports and internal status meetings, and work closely with team members ensure corresponding work is provided as needed
- Work with team to drive brand strategy and identify/implement tactics to help achieve client objectives. Effectively align agency objectives with client expectations.
- Work with client to uncover business needs and objectives.
- Manage multiple projects, clients and teams.
- Operate in a quick pace environment.

Requirements

- 2 - 4 years of client management experience at a digital agency, with digital experience and knowledge of video production
- Proven ability to manage projects to successful completion and work within tight deadlines
- Comprehensive understanding of the roles of social, data, strategic planning, creative, production, and other agency services.
- Comfortable interfacing with, advising and guiding clients. Proven ability to act as the voice of calm and reason.

- Contribute beyond basic job requirements – think proactively, anticipate upcoming hurdles/milestones, and align with teams and resources accordingly
- Marketing expertise across multiple media; fast ramp up in client’s core businesses
- Creative thinking and strategic problem-solving skills
- Strong interpersonal and communication skills
- Strong client-service orientation
- Track record of developing strong client relationships
- Deep experience in strategic and integrated campaign development
- Excel in a fast-paced environment and thrive managing multiple projects/campaigns

Salary:

Commensurate with experience

Academic/Educational Requirements:

Bachelor’s degree

Interested? Send your resume and cover letter to Gary Bettman:

gary@millergroupmarketing.com