

AM...LIKE, BEFORE NOON?

JOB DESCRIPTION

JOB PURPOSE :

As our new AM, you will not only be an Amazing Mate, but also an Astonishing Member of the team, maybe an Ambitious Magician and most of all an **Account Manager**.

This means you'll be **managing some of our key accounts**. Through a **keen understanding of your clients' businesses**, you will have to build **critical consultative relationships** with them, becoming a **trusted and valued partner**.

Able to finish a Rubik's cube with your hands tied and closed eyes, your **problem-solving skills are key**. **Leading teams to do great work**, you will be our shepherd, demonstrating **strong communication and leadership skills** and looking for ways to **grow the agency's business**.

IN YOUR BACKPACK, YOU SHOULD BRING:

- A similar previous experience in a communication agency,
- A deeply mastering of the digital concepts and evolution
- An understanding of the consumer journey and the associated touchpoints

YOUR RESPONSIBILITIES

- Creating and maintaining strong client relationships
- Accompanying the client in his business challenges with the best efficient and creative approaches
- Owning point of view development for clients, with an emphasis on advertising, branding, digital, touch points and social marketing channel expertise
- Collaborating on strategic direction for account and work streams
- Development of briefs
- Ensuring the right resources are allocated on account projects through deep collaboration with project management
- Leadership, clear direction and motivation of team members
- Developing accurate and thorough Statements of Work. Have a solid understanding of what it takes to get the work done and develop a solid grasp of the impact of changes to scope, responsible and timely communication of changes and issues.

EXPERIENCE AND QUALIFICATIONS:

- Min 4 years' experience in Communication and or Digital agency experience is a must.
- Solid understanding of client business and challenges and consistently look for ways to bring valuable solutions and high level strategic thinking to his/her assigned accounts
- Ability to probe, identify potential opportunities and begin to develop successful, compelling innovative solutions
- Excellent (written and verbal) presentation skills
- Strong client-facing skills and ability to build and maintain long-term relationships with clients
- Excellent organisational skills, ability to juggle multiple tasks and priorities
- A sense of curiosity, creative thinking, and an eye toward emerging trends
- Strong analytical, strategic abilities
- Creativity, inventiveness, imagination, and vision
- Natural leadership, decisiveness, excellent management skills
- Bilingual FR/NL would be the cherry.

*Your Agency**

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AM ALSO STANDS FOR AWESOME COLLEAGUE...('CAUSE MOLLEAGUE DOESN'T EXIST)

- Be positive and a force for good in the team even when faced with difficult problems.
- Be solutions minded.
- Remain calm under pressure.
- Be prepared to muck in on areas outside of your immediate scope. This means sharing resources, helping on other accounts, taking part in pitches or managing internal initiatives.
- Do not sing too loud.
- Do what you love and love what you do.

*Your Agency**