

## **Client Services Account Manager – Marketing Operations Agency**

Looking for an opportunity to join a company specialising in Marketing and Sales Automation? We are passionate about helping our clients succeed in driving their revenue and business performance. As an Account Manager you will be instrumental in achieving this goal.

Working directly with our clients and delivery teams you will be rewarded for developing existing clients, spotting new business opportunities and maintaining our reputation for outstanding client relationships and first class service delivery. A fantastic chance to be at the leading edge of marketing and demand generation strategies and tactics.

You will have previous experience in a marketing agency role, and evidence of building strong client relationships and collaborative working. In addition, you must:

- have commercial awareness and the acumen to spot potential development opportunities in the client base
- be able to manage and prioritise workloads whilst also adapting quickly and intelligently to changing demands
- have strong communication and presentation skills
- be a team player, with an enthusiastic/proactive/flexible approach to getting jobs done
- have a keen attention to detail
- be able to keep calm under pressure
- have excellent management organisational skills
- have an interest or previous experience of marketing automation and CRM systems including Eloqua, Marketo, Salesforce.com or similar
- be proficient in MS Office tools, Basecamp or similar, Salesforce
- be Degree or CIM qualified, or able to persuade us you are of this calibre

### **Your responsibilities will include:**

- Day to day management of clients and their projects, including regular update calls and meetings to ensure complete client satisfaction
- Account planning and regular reporting, including tight budget control and the maintenance of profit targets
- Management and monitoring of project timescales and outputs, taking appropriate action where necessary
- Working closely with our consultants and delivery teams to ensure a seamless and efficient service provision
- Developing and maintaining effective working relationships with appropriate colleagues, clients and external suppliers
- Building and maintaining your knowledge of marketing and sales automation and demand generation strategies and tactics

Remuneration: Competitive salary and benefits commensurate to experience

*If you are interested in this vacancy, please send your cv to [hr@crmtechnologies.com](mailto:hr@crmtechnologies.com). Please make it clear which vacancy you wish to apply for and let us know why you think you would be suitable.*