



Account Manager

With a growing number of new clients Quadmark are looking to expand our Account Manager team. Our clients include some of the largest technology companies in the world and as an Account Manager you will be key to building and growing those relationships.

Your role will be at the forefront of all of this: you will be using your passion for building and developing client relationships to be our ears and voice on the ground. With the support of our consulting and content team, you will work closely with our clients and be proactive in suggesting what it takes to provide real, tangible, measurable solutions to increase their productivity.

No two weeks are the same, and no ideas are too creative. You will get to bring to life a range of topics from incredible products and services to handy sales skills to help enable the client's field teams. Whatever the topic, you will be empowered to put your experience and innovative thinking into practice every day.

What will you do?

- You will be the lead point of contact for any matters specific to the clients in your portfolio.
- You will build trusted advisor relationships with key accounts, client stakeholders and executive sponsors.
- You will attend client briefings to identify needs and requirements that will inform recommendations, scoping, timelines and costs.
- You will manage the project end-to-end with our internal teams to ensure the timely and successful delivery of our solutions according to customer needs and objectives.
- You will hold regular meetings with clients to ensure all projects are on track, report back on any changes and to develop yearly/quarterly plans in order to forecast effectively
- You will develop new opportunities with existing clients and/or identifying areas of improvement/growth to accelerate business growth.

About you:

- You have at least 2 years' experience in an agency environment as an account manager or have had to service internal customers, managing and owning responsibility for account development and financials .
- You have experience in a project based environment as a team member
- You are comfortable pitching and presenting to clients and coordinating with internal resources to create and deliver high quality deliverables based on customers' needs/brief.
- You can manage expectations with clients and internally regarding budgets and costing manage expectations
- You have a passion for technology and mobile devices, and know all about the latest innovations.
- You are a graduate, preferably in marketing, business management or something related.



To thrive at Quadmark you also have these attributes:

- **Humility** - You are self aware, self critical, respectful and modest. You have a great sense of humour and don't take yourself too seriously.
- **Adaptability** - You are curious by nature and motivated by constant change. You ask lots of questions and look for opportunities to develop yourself. You are forward thinking, challenge the norm and like to be stretched out of your comfort zone.
- **Commitment** - You are high energy and have a strong work ethic. You are an organised person who doesn't mind rolling up their sleeves and getting on with it, with a sense of ownership and resourcefulness.
- **Collaboration** - You have an open, honest and transparent communication style. You operate with teamwork first. You are a good listener, open to the ideas and share knowledge to enable and better others.
- **Caring** - Trust and mutual respect are a given for you. You care about the outcome and are willing to go the extra mile and make a difference. You always looks for the opportunity to help others when bandwidth allows.

Why you will love working with us

- The opportunity to work with amazing people everyday.
- Exposure to continuous and cutting edge learning.
- The flexibility to work remotely.
- Opportunities to travel abroad.
- Being part of a supportive, rewarding and fun environment and a growing team!

About Quadmark

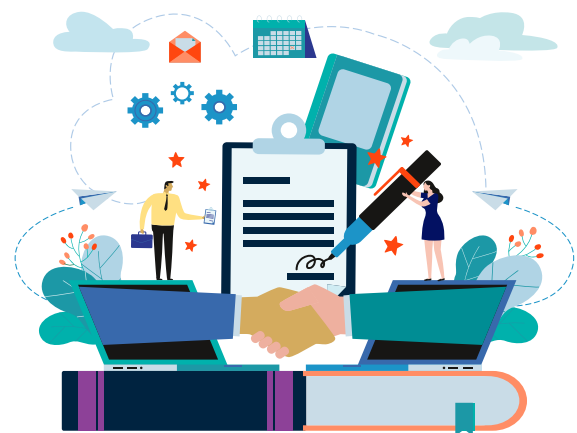
Back in 1999 we began our mission to inspire teams to think differently about their customer experience. We do this through a blend of advising, creating and enablement. We now work with some of the world's most exciting organisations to drive growth and productivity throughout their ecosystem.

We love working with fast paced and continuously evolving organisations because we understand what it takes to inspire change and learning in tech savvy teams. Delivering quantifiable results through a blend of global expertise, customised training and sales enablement.

We really do understand complex business and the latest market challenges, allowing us to motivate teams to go to market using relevant, technology driven and creative sales tools.

We integrate our expertise into dynamic businesses by sharing our channel know how and designing genuinely creative content.

We are global, we are fast and we think big. We are a bit nerdy, we hate powerpoint and we love what we do!



How to apply

If this role sounds like something you'd be great at, we'd love to hear from you. Please email careeropportunities@quadmark.com for more info.