



SmartSearch Marketing Career Opportunity

May, 2016

Account Director

Company Overview

SmartSearch Marketing is one of the fastest growing agencies in the online marketing industry. Founded in 1999 and headquartered in Boulder, CO, SmartSearch professionals are veterans in the digital marketing arena and thought-leaders in the search marketing community. We're a highly-specialized digital marketing agency with a people-centered culture.

We are a dynamic, growing company looking for exceptional people to join our team. Our agency values revolve around personal initiative, accountability, creative innovation, and a real passion for serving clients. Flexibility and autonomy are a big part of our environment as well as continual learning and professional growth.

Account Director Position

SmartSearch Marketing is expanding our client services department. We are hiring experienced Account Directors with deep and broad knowledge of the digital marketing space. Candidates must have experience successfully managing large, complex marketing programs in an agency environment. A track record of client partnership, satisfaction, retention and growth is essential, as well as proven experience managing multi-discipline teams to serve clients.

Job Functions

- Participating in the agency sales process, as a subject matter expert on our approach to client teams and project management.
- Managing multi-disciplinary project teams that are geographically spread throughout the country.
- Serving as the owner of the client relationship. You are the primary contact, engaged on a daily basis and accountable for your team's delivery and your clients' satisfaction.
- Working with client stakeholders and your team to define program strategy, objectives, results and ensure ongoing implementation.
- Defining the communication plan and meeting schedule for each program.
- Assuming responsibility for contract approvals and renewals.
- Solution selling. Proposing new products and services. Growing the relationship and the contract.
- Anticipating client and team member needs. Ensuring timely responses and resolution.

Job Requirements

- A BS/BA degree (business, marketing, or analysis-oriented degrees are preferred)
- At least 5 years of client management experience in an agency environment.
- Deep/broad understanding of the digital marketing industry.
- Demonstrated success motivating and managing a team of marketing professionals to serve clients.
- Accomplished project manager; comfortable with executive discussions and tactical details.
- Simply amazing Excel skills – you love pivot tables, full color graphs and mashing numbers
- A mature, independent and resourceful worker, capable solving problems and resolving issues.
- Follow up and follow through – you return ALL calls, respond promptly to email requests and make yourself available even when you aren't at your desk – you thrive in a connected world
- You are passionate about serving clients; providing superior service and outstanding results.
- You value continual learning and personal/professional growth.

Benefits We Offer

- Competitive salary and incentive program
- Opportunities for professional growth and career development
- Being part of a dynamic, fast-paced agency environment
- Working with a team of incredibly talented professional colleagues
- The ability to work from your home office

How to Apply

Interested? Please send your resume to Dale Hursh at dale@smartsearchmarketing.com