



WHITE HAT – ACCOUNT MANAGER

White Hat is a full-service advertising agency in east Austin. We are intent on being professional and representing the good guys in marketing. We give good advice, provide strong leadership and care about a client's business as much as our own.

We seek an experienced Account Manager...and a leader. We want someone who will succeed and move up in our organization. The Account Manager will lead multiple accounts and work with internal specialists to offer our clients intelligent marketing perspectives. Responsibilities include defining project goals, actively driving client jobs, being proactive in the creative process and looking for growth and expansion opportunities.

Our ideal candidate will have marketing/advertising experience and a track record of managing accounts in different industries. We are looking for your ability to lead clients, think strategically and develop effective communications. We believe it is equally important to report our successes.

Be able to:

- Maintain and grow valuable relationships with clients. Meet and exceed their expectations through innovative thought leadership.
- Oversee client projects internally from inception through completion.
- Develop creative briefs, marketing strategies, schedules and budgets. Lead kick-off meetings. Prepare status reports. Lead client presentations.
- Maintain professional dialogues among all internal teams.
- Respond promptly to client needs and requests. Seek their feedback.
- Inspire confidence in clients and internal teams. Elevate and help resolve issues promptly.
- Positively explore new ideas, encourage and support creativity.
- Build your knowledge of a client's business. Know the business as well as they do. Be an ally and a trusted partner to the client.
- Anticipate problems and issues. Inform management. Be proactive.
- Be in the game, not on the sidelines.
- Recognize opportunities for growth and make it happen

Possess:

- BA/BS 4-year degree. Advertising or marketing degree is interesting, but not required.
- 3-5 years of Agency and client management experience highly preferred. Project management may be applicable.
- Media buying and vendor communication a strong plus
- Excellent written and verbal skills. A positive attitude. Problem solving abilities.
- Strong presentation skills. Be able to answer questions on the first try.
- Be aware that relationships are what advertising is about.
- Respect for clients, colleagues and the White Hat way.

Please send resume/success in the business to Employment@wearewhitehat.com