

## **Account Manager** London / Seattle

### **About Momentum.**

Momentum is an account based marketing consultancy. We help global B2B organisations transform how their sales and marketing teams grow their biggest customers. Over the last 8 years we have become the top destination for global organisations with complex offerings across technology, financial services and professional services.

You can expect to work with some of the world's most exciting brands, including Google, Amazon, Oracle, and Deloitte. Our clients work in competitive markets and look to us to help them find differentiation - with go-to-market strategies that put customer relationships first through sales and marketing partnership.

Our teams work at the intersection of insight, consultancy, and creative. We bring these disciplines together to help our clients build their businesses. If you're up for a challenge and excited to be part of a new way for sales and marketing to come together, we'll offer everything you need to build and grow your career.

### **Where You Come In.**

As our Account Manager, you play a vital role in the delivery of our account-based marketing services. You support the delivery of intelligent and effective ABM campaigns for some of the world's most innovative companies in Tech, Telecom and Pharma services. You'll need to be a great communicator and have the ability to speak and understand the languages of clients, strategist and creatives, ensuring there is clarity among everyone. You're organised and love to get into the detail of things. You know how to tactfully nudge a project along to keep things on track with colleagues, partners and clients. To be successful in the role you'll need to be highly organised with strong project management skills and the ability to coordinate across multiple teams and time zones, holding yourself accountable to timelines and a high standard of quality. You are collaborative in your approach and able to build strong working relationships.

## **Key Responsibilities**

- Coordinate project resources across multiple accounts
- Day-to-day communication with client and creative teams
- Manage deliverables and deadlines, communicating changes proactively
- Participate in client meetings and strategic planning sessions for accounts
- Manage weekly / monthly status updates via web conference
- Support business development activities within accounts
- Deliver timely and accurate reporting to clients and agency leadership team
- Educate and manage internal stakeholders in relevant production processes

For more information on the role or to express your interest, email Momentum People Director, [rhian.price@wearemomentum.com](mailto:rhian.price@wearemomentum.com)