

## **Client Director** **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 Client Director you play a vital role, owning the client relationship and facilitating the delivery of commercially impactful ABM programs. The role demands the ability to think strategically and have excellent client service capabilities, tight client management and excellent relationship-building skills. You're an excellent project manager with good delegation capability when working across multiple projects. You're incredibly organized and always on top of the detail, demonstrating high emotional intelligence and integrity in all that you do. You deliver perfect financial management for your clients and ensure you are all over the maintenance and delivery of their client growth plans.

Supporting and partnering with the Business Director, together you ensure that all your clients benefit from strategic consulting and innovation to directly support their business goals. Due to the nature of your work across multiple projects (and time-zones), a flexible, collaborative and meticulously organised working style is absolutely critical to the success of the role.

## **Key Responsibilities**

- Define ABM strategies for clients and translate these into impactful and profitable programs; establishing our unique offering as the only full-service ABM agency.
- Consult with great confidence and presence, demonstrating an in-depth understanding of the client's business, their own clients and the sector.
- Develop strong partnerships with clients to deliver ABM programs and proactively seek to spot opportunities for growth.
- Translate strategy into executable plans to deadlines.
- Demonstrate commercial acumen and strong financial management.
- Manage your jobs to be profitable with timely job closure, accurate forecasting and billing.
- Contribute new ideas with both client and agency teams.
- Act as an ABM role model and mentor.
- Ensure client plans are in place and you deliver work that aligns to client objectives.
- Collaborate effectively with internal teams to ensure projects are delivered to agreed timeframes.

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