

TITLE: Senior Account Manager, Promotion Marketing

CMD is committed to empowering the brands we represent, boosting their business, and spurring success. We pride ourselves on our ability to be the best in class and craft, always pursuing both professional and personal growth, delivering amazing service and solutions to our clients through leadership and smart innovation.

CMD's promotion marketing team builds brand affinity and loyalty through promotional merchandise and rewards programs. Backed by an agency, and an agency at heart, we're driven by new ideas and innovation but with the best quality, client service, and fulfillment management in the promotion marketing industry. We are promotional products experts, but service clients with a wide range of programs designed to create brand connections and moments of joy. We foster great relationships, staying ahead of trends and coming up with new products and services for our clients.

THINGS YOU WILL DO

- Help build and manage the best promotion marketing services in the industry.
- Create a dynamic organization that people enjoy working at and furthers the careers of its team.
- Help the agency provide the best set of integrated marketing services to its clients.
- Partner with clients to grow their business through expanded promotion marketing services.
- Proactively manage and grow promotion marketing client portfolio by stabilizing the existing client base and servicing new clients.
- Mentor and lead in the development of team members. Foster a collaborative and innovation-driven team environment.
- Work closely with internal account services and creative teams to source, deliver products, and provide superior customer service associated with integrated projects
- Lead the design and development of programs and program elements, including websites, e-commerce stores, demand generation, qualifications and policies, security/privacy, and data management.
- Grow vendor relationships, and vet potential new vendors. Originate qualified product and service quotes.
- Deliver product and service quotes directly to clients.
- Review new order acknowledgements as necessary for accuracy.
- Work directly with account specialists and vendors as required to ensure accurate and on-time processing of orders and quotes.
- Create annual account plan and update quarterly.
- Position will have supervisory responsibilities.

THINGS YOU HAVE

- Ability to think smart, live curiously, work collaboratively, and act passionately
- Excellent problem-solving skills in a dynamic environment
- College degree or equivalent work experience
- 8 to 12 years in the promotion marketing business
- Proven managerial skills and the ability to develop staff and teams
- Excellent communication, time management, and organizational skills
- Superior client engagement and retention skills
- Proficiency in Microsoft Word, Excel, and PowerPoint
- Proficiency in ASI ProfitMaker and ESP online or similar tools

The above statements are intended to describe the general nature and level of work performed by employees assigned to this position. They are not intended to be an exhaustive list of all responsibilities, duties and/or skills required of this position. CMD is an equal opportunity employer.

Follow link to apply:

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