



Account Manager

Tommy LA

Job Opportunity

February 23, 2018

Account Manager

WE ARE TOMMY, ARE YOU?

Are you a digitally-minded, proactive doer who is proud to nurture partnerships with your clients? Do you love to work with some of the best digital creative talents in the business to deliver above and beyond client expectations? Are you an enthusiastic problem solver, who thrives on engaging with all client campaigns at every level?

If so, you might be the best woman or man for this job. We are looking for an experienced LA-based Account Manager to join our talented global team – someone who shares our love for creative technology, our passion for performance, and our commitment to successful delivery of award-winning projects for the likes of **Paramount Pictures**, **Sony Pictures**, and **Warner Bros**.

RESPONSIBILITIES

As well as owning the strategic and tactical leadership of client relationships, the LA-based Account Manager will be responsible for identifying and nurturing opportunities for business growth. The AM will liaise with the relevant Digital Producer per project to keep abreast of project activities and to ensure the clients' objectives are met during the course of delivering the best possible digital creative and campaigns.

This AM will be a key point of contact for both clients and the global Digital Production team. The ideal candidate is someone who is passionate about digital marketing and has a comprehensive understanding of how emerging technologies can add value to a client's communications. The AM must have the ability to create or act on new opportunities and maintain strong, influential, and collaborative relationships with both clients and colleagues.

Daily, you will be expected to:

- Develop a thorough understanding of our clients' marketing objectives, strategies, processes, and preferences
- Work under the leadership of the LA Partner, Tommy's Account Director in the UK office, and alongside digital Producers and Creative and Dev Leads globally to ensure the clients' objectives are met in the course of delivery of pitches and project work
- Act as the main client contact and oversee a roster of client accounts with multiple project teams (across Tommy's three locations)
- Define and build effective and innovative solutions that generate measurable results
- Gain client alignment on project objectives, approaches, and budgets
- Understand the internal goals of the team and the business goals of the client



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- Participate in strategic brainstorming, campaign development, and project brief definition where relevant
- Coordinate and participate in internal client-related meetings, keeping on top of clients' projects, status, and deliverables
- Mentoring and coaching more junior members of the team

SKILLS AND EXPERIENCE

The following skills and experience will serve the successful candidate well.

Essential

- Seasoned experience in digital marketing strategy within an agency environment
- A strong portfolio of work on digital advertising campaigns and interactive experiences including web, mobile, social media activations, and video
- A robust knowledge of digital advertising history and trends for the entertainment industry
- Strong understanding of web development technologies, social content creation, online advertising specifications, and design lifecycle
- Ability to leverage client relationships for introductions to additional businesses
- Ability to facilitate communication between external clients and internal teams alongside the Digital Production team
- Ability to read film scripts swiftly with great attention to detail and pristine and useful note-taking
- Positive interpersonal, communication, and team-player skills including but not limited to having a sense of humor
- The ability to work in a fast-paced environment while managing multiple changing priorities
- The ability to delegate appropriate tasks to maximize efficiency

Qualifications

- At least a Bachelor's Degree and 3 years working at a digital creative agency, advertising agency, or marketing firm focused on digital; entertainment industry experience essential
- Excellent verbal, written, presentation, and interpersonal communication skills with the ability to write outstanding proposals
- A deep understanding and awareness of project development and experience tying project goals to business goals
- Strong organizational, conflict-resolution, and problem-solving skills



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GET IN TOUCH

If you think you've got the skills, talent, and style to be our new Account Manager, get in touch with us at WorkLA@thisistommy.com. Send your CV and portfolio along with a cover letter email explaining why you are the best person for the job.

We're committed to furthering equality and diversity in the creative industry, so we'll be especially happy to see applications from underrepresented backgrounds.

Local applicants legally allowed to work in the US and able to work in our LA office only, please. If you're a recruiter, please don't call us. We'll call you.