

# Key Account Manager – New York

May 2019

Lead contact: Phil Reid, Founding Director, Studiomade

## Studiomade

29 Maltings Place  
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London, SE1 3JB

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Design To Communicate Ltd trading as Studiomade, Registered in England & Wales: 07176694, VAT No: 987976912

We are a brand-led, creative agency looking to expand within the US market. With growth overseas in the past two years, we want to add a Key Account Manager to our team. We've been through the growth spurts of startup agency life, scaling year on year since 2010, and are now looking to strengthen our team, both in our New York presence and within our London studio.

Ideally suited to a creative, sales-led individual we are looking for someone that is confident at working from their own initiative and capable of structuring a two day per week, flexible role centred in New York. Ideally with a minimum of 8-10 years of commercial, agency experience you will be keen to grow a new dimension of a business and excited at working alongside a nimble team of directors, designers, developers, writers and strategists.

Principally focused on account growth within financial, healthcare and technology sectors, your role will be to increase our client base by showcasing the innovative work that we have produced and the business challenges we continue to solve. As an agency our team help position brands, launch ventures, build creative campaigns, and help bring ideas to reality often through digital greatness, performance reporting and engaging stakeholders.

With a client list that ranges from aspiring startup ventures through to billion dollar global organisations we have an exciting story to tell. To help us do this, you'll need to have built knowledge and experience from similar agency roles, be adept at working on your own, and be confident contributing to sales and pitch environments.

You must be confident and able to clearly communicate your thoughts, plus have the discipline to conduct solo research. This role is remote and flexible, based ideally in New York. This post is advertised with the intention of the role extending into a full-time position. All applicants should consider this and apply if they are able to accommodate a full-term capacity in the future.

### This role is looking for an individual that is:

- Knowledgeable within this sales-focused field: you have created networks of interest before and have the ability to research in detail prospective client leads and relationships
- Experienced (8-10 years) in new business development with a proven record of sourcing and converting new clients and contracts
- Adept at managing client relationships including expectations, projects briefs, key decision making etc.
- Able to think on your feet and present clearly in-front of people
- Keen to work within an established team that will support you

The successful applicant will be responsible for developing business opportunities and marketing our talents within targeted areas in the US.

### These include:

- Finance
- Health and wellness with a specific data-centric approach
- Technology
- CSR and internal engagement for companies > 500 employees
- Startup, VC and early-stage growth companies

### Responsibilities and requirements:

- The role is responsible for generating new business growth for the Company, across a range of targeted sectors as agreed with the Company Director, who you will report to



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### Responsibilities and requirements (continued):

- Predominantly new business focused, the core objective will be to identify, analyse and engage with new client leads from self-initiated research, supported by a management and creative team
- This is a client contact role, and relationship management with new clients brought into the business will form part of day-to-day management
- You will be expected to secure new business opportunities and source pitch opportunities
- Working alongside our marketing, you will be aware of the need to track, monitor and action client interest from social media and digital platform – using systems that we already have in place
- Be ambitious and aligned to working with targeted KPIs and billing goals
- There will be a requirement to report fortnightly updates to the Company Director, detailing KPI progress and monthly forecasting
- A fluent English speaker and writer
- Highly organised
- Accurate data processing and data entry skills
- Excellent Microsoft office skills and IT literate – capable of working in Excel and Word and adept at picking up new software quickly
- Experience of Slack, Harvest and Dropbox useful – but training can be provided
- Attention to detail essential
- Good interpersonal and communication skills
- Self-motivated
- Able to work on own initiative and capable of prioritising own workload

### We offer:

- Market-competitive salaries
- 30 days per year holiday pro rata
- Flexible working
- Private health insurance
- Opportunities for learning and growth

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Please apply by sending a covering letter, CV and examples of recent projects to:

[create@studiomade.co](mailto:create@studiomade.co)

Subject: Key Account Manager

*Sorry, no agencies please.*

