



Senior Account Manager

Role Profile

We are seeking a strategically minded and very hands-on campaign manager to support our work with a range of US and UK clients.

You will be working with one of the co-founders who is developing fast growing new markets in the US and UK. We start with the needs of the client and build out solutions. You need to systemize the deliverables as we develop them. As a natural implementer you will enjoy turning big ideas into actionable delivery.

The Business

At ShineX we pride ourselves on our work. We are here to help our clients grow and reach their potential. We work with interesting, ambitious, smart companies who are up for a challenge. We help them to shape their business around a strong value proposition and then develop a smart Go-to-market plan. We then go on to develop creative campaigns, support sales enablement, run marketing programmes and develop world class pitches that puts our clients into a different league.

The Team

We are seeking a strategically minded and very hands-on campaign manager to support our work with a range of US and UK clients.

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You will be

- Able to work at a very fast pace, with a calm and methodical personality
- A proactive thinker who will be able to juggle multiple projects at one time and preempt the Clients requirements
- Resilient, challenging when necessary but also knowing when to just crack on
- Process driven with a strong attention to detail
- Experience in planning, building and delivering multi-channel campaigns
- Strategically minded but very hands-on - we have a flat structure and there is no room for hierarchy
- Interested in learning about and researching new industries, innovations and developments
- Able to work independently with minimal direction, whilst also functioning and contributing as part of a team
- Comfortable working remotely with regular communication and collaboration through online platforms
- Excited about joining a fast paced and growing agency and playing your part in our future success
- Highly tech savvy

But will it make me happy?

Yes - if you get your satisfaction and personal growth from work and if you have high levels of integrity.

No - if you are not comfortable with responsibility, challenge and high expectations.

Key	<ul style="list-style-type: none"> • Work with the co-founders to create smart growth solutions for ambitious challenger businesses • Develop/support digital and creative campaigns with the team • Support the articulation of a strong value proposition and a smart Go To Market plan • Support sales enablement activity - decks, pitches, bids • Run marketing programmes • Support and implement client projects, from developing project plans to co-ordinating and preparing campaign materials client-facing meetings • Create and maintain relationships with customers to better understand and achieve their needs • Plan, create, edit engaging and compelling content and collateral across multiple formats as part of campaign execution • Develop and manage external agencies and designers undertaking activity to support campaign and marketing activity ensuring efficient delivery to the highest standards • Undertake day to day project management to ensure all jobs are delivered and billed on budget • Collaborate with other members of the ShineX team to support companywide initiatives and activity • Measure and report performance of all campaigns • Plan, execute, and measure experiments and conversion tests • Collaborate with internal teams to create landing pages and optimize user experience
Experience	<p>You will have 3 years+ experience of many of these activities:</p> <ul style="list-style-type: none"> • Marketing and campaigns background, either Client side, Agency side (or both) • A track record of delivering successful content and digital campaigns with clear business impact • Writing and editing with strong attention to detail and ability to adopt different tones • Organizing and Coordinating campaigns • Working closely with creative designers to develop campaigns • Design management and print production experience • Project management and team management • A good understanding of brand development and implementation • Ability to disseminate highly technical information • Pitch and proposal preparation • Adaptation to changing priorities and able to work to tight deadlines. • Good relationship builder and maintainer with internal and external stakeholders
Industries	<p>The role will work across a wide variety of verticals including SaaS, BPO, Electronics, Professional Services and Construction</p>
Location	<p>Remote. Our team live in the USA, New Zealand, England, Ireland, Scotland. It's not always the easiest but we make it work. East Coast USA or Western Europe would be cool but not a deal breaker.</p>
Salary	<p>£55-70k GBP/ \$75-95k USD depending on experience</p>
Perks of the job	<p>Remote working, paid holiday/ vacation, pension plan, close knit team where your opinion really matters, regular team meet-ups and retreats Covid-19 permitting and profit share after 12 months</p>
Application	<p>Send you CV along with 400 words on why you want this role and what you will bring to it. Applications without 400 words will not be considered. The job will start as soon as you can.</p>