



ACCOUNT DIRECTOR

KSV is seeking an account director to oversee the strategic marketing efforts for one of our energy clients in the northeast.

Account Directors are responsible for managing, building and maintaining mutually beneficial and high-value relationships with clients, with primary focus consistently placed upon: Supporting, promoting and executing KSV's belief that each project, no matter how tactical it may appear, is a strategic opportunity.

Key Responsibilities

Relationship Management

- Owns and manages senior client relationships
- Provides strategic guidance to our clients through ability to see the "big picture" and solve complex business challenges
- Has a deep understanding of the principles of marketing and knows how to apply agency resources to further specific business objectives for both the agency and client
- Anticipates, identifies and solves internal and client challenges
- Directs the activities of the team to ensure proper agency service to clients

Fiscal Oversight

- Responsible for profitability and organic growth goals within the assigned client set
- Seeks out new business opportunities with new and existing clients and plays a lead role in their development
- Looks for and develops customized integrated opportunities for their client's business(s) and knows when and how to bring in new resources in areas beyond advertising to open new revenue streams
- Develops, coordinates and authorizes work estimates for client approval
- Manages buy-in from key KSV stakeholders prior to scope of work submissions
- Effectively manages client's budgets and scope changes as needed

Account Leadership & Management

- Receives client briefings and analyzes client input, together with background knowledge, research, etc., to support the production of communications strategy and plans
- Develops innovative and provocative strategies to solve their client's marketing and communication needs, both in the short and long term
- Thinks creatively and inspires creativity in their clients and agency team
- Briefs creative and media staff
- Provides creative, production, media, public relations and interactive department personnel with well-documented input, support data and production materials as



required; ensures that advertising strategies are clearly defined, approved by clients, and understood by the creative and media groups

- In the absence of creative and media personnel, presents and effectively sells communications plans, concepts, media and interactive marketing plans to clients; where creative and media personnel are present, supports them in selling concepts and plans
- Coordinates project timing and budgets with all relevant agency personnel
- Coaches and mentors junior staff

Personal Development

- Builds their strategic thinking abilities by keeping current on industry trends and issues affecting their client's business
- Continuously works to upgrade knowledge and skills through available resources including; reading, courses and seminars, etc.
- Represents the agency at industry functions—promotes the agency at every opportunity. Is fully familiar with agency credentials and specialties

To apply, submit your resume and cover letter to: rgage@ksvc.com.

Qualifications

- Business or marketing degree or equivalent experience
- Experience working in the energy industry is ideal
- Solution-oriented, assertive and resilient
- Demonstrated analytical thinker
- Entrepreneurial, self-starter and problem solver
- Can think on his/her feet and generate an idea or POV “in the moment”
- Exceptional written and verbal communications skills
- Dynamic presentation and meeting facilitation skills
- Expert at managing multiple projects and competing timelines
- Able to work with various interpersonal styles to deliver high-quality results
- A desire to take on new challenges, grow and learn every day
- Ability to work collaboratively as part of a larger team in a fast-paced environment
- Desire for feedback that will push your work to the next level
- Great self-management and organization skills



KSV's Core Competencies

Core competencies are the 'price of admission' to being part of the KSV team and are expected of all team members regardless of role or seniority.

Customer Focus	Builds strong customer relationships and delivers customer-centric solutions.
Decision Quality	Makes good, informed, and timely decisions that keep the organization moving forward.
Action Oriented	Takes on new opportunities and tough challenges with a sense of urgency, high energy, and enthusiasm.
Drives Results	Is focused on and consistently achieves results, even under tough circumstances.
Collaborates	Builds partnerships and works collaboratively with others to meet shared objectives.
Values Differences	Recognizes the value that different perspectives, life experiences, and cultures bring to an organization.
Communicates Effectively	Develops and delivers multi-mode communications that convey a clear understanding of the unique needs of different audiences.
Instills Trust	Gains the confidence and trust of others through honesty, integrity, and authenticity.
Self Development	Actively seeks new ways to grow and be challenged using both formal and informal development channels.
Being Resilient	Keep positive, stay calm under pressure, and believes there is a way forward, even when it can't immediately be seen.



About KSV

KSV is certified BCorp and a women-owned and led collective of creative and strategic thinkers who are committed to a more sustainable existence. As part of our team you'll have the daily opportunity to be part of something bigger than just yourself, because everything we do is filled with a purpose. And that's enough to fill us up with all types of good stuff.

Employee Benefits:

- 401k
- Health, dental, and vision coverage
- Parental leave
- Flexible PTO
- Paid holidays include the week between Christmas and New Year's Day, MLK Day, Memorial Day, 4th of July, Labor Day, Thanksgiving and the following Friday
- Summer half-day Fridays
- Flexible work environment

KSV is a signer of the equal pay compact and is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to age, race, color, religion, sex, gender identity, sexual orientation, national origin, disability status, protected veteran status, or any other characteristic protected by law.