

If you love working in a high-energy and progressive environment, this position might be for you! Vivid Image has a very distinctive office culture and team atmosphere that embraces hard work, fast turnaround, celebrating with our clients, and plenty of quirky fun. Are you looking for a unique professional career experience?

Account Director

This full-time position is perfect for someone looking for a career in marketing and technology.

If you're a highly organized person who thrives on capturing details, anticipating your clients' needs, and is driven to get things done, this position may be for you. Vivid Image has a very distinctive culture and team atmosphere that embraces hard work, fast turnaround, celebrating with our clients, and plenty of quirky fun.

As the primary point of contact with clients, the Account Director forms long-term client relationships built on trust, communication, and project successes. The right candidate will lead all a client's online and offline marketing initiatives, while recognizing unlimited possibilities for their clients, our company, and his/herself.

Organizational Imperatives:

- Online Marketing skills to help create the vision for your clients online marketing
- Project Management skills, including scope, requirements definition, business analysis, project plans, task management, and resource coordination
- Direct/manage internal teams in the execution of your client's plans
- Search for opportunities to grow and renew existing client relationships
- The ability to thrive within 2 priorities: 1) Client satisfaction, as measured by repeat business, referrals and client satisfaction surveys, and 2) Project budget performance
- Evaluate the success of our client's campaigns, communicate results and lead client conversations for subsequent strategies

Success Factors:

- XX in labor billing each month
- 70% of revenue comes from retainers
- Clients continue to talk small steps forward in their marketing month after month
- Staff are excited to work on your projects
- Clients rave about you as measured in client surveys

- Projects are completed on time and within budget
- Innovative approaches are recommended and integrated with proven business processes.
- Strong personal relationships with clients and staff

Behavioral Characteristics:

- Insatiable curiosity about marketing and your clients' businesses
- Strong attention to detail – budgets, deadlines, communications
- Personally invest in the relationship with your clients to become aligned with their goals
- Drive: Goal orientated and driven for results to achieve the financial goals of the company by conveying a sense of urgency, driving issues to closure, and persisting despite obstacles and opposition.
- Professionally and persuasively communicate via phone, email, and in person to keep initiatives moving forward, effectively negotiate change orders, up sell when possible, and mobilize people to take action.
- Organize time effectively to meet the needs of each client and VI
- Appreciate external relationship and the value of working as a team.
- Be Innovative in solving our client's business problems and reach their unique goals.
- Exhibit excellent business ethics both internally and externally.
- Love to get to know people

We take care of employees and offer great benefits such as

- Medical Insurance
- Paid Time Off
- 401(k) with Company Match
- Support Non-Profits and Community Organizations you support
- Workplace Ergonomics
- Work-Life Balance