

Client Relationship Manager – Digital Marketing Technology

Our growing client services team requires an experienced account manager, capable of creating and maintaining good relations with our digital marketing agency clients and ensuring the best return from them.

DC Storm has been developing digital marketing technology to analyse and optimise marketing campaigns for 6 years – and now has a complete platform of tools for the digital marketer – to ensure we continue to deliver the best service possible to a wide range of digital marketing clients, we now require an experienced account manager who can help us realise the maximum benefit from the relationships that we have established.

This is a great opportunity for an experienced digital marketing agency account manager to further their career in a growing, fast moving company.

Job Description

As a client relationship manager, you will be responsible for building and maintaining ‘technology partnership’ status with our digital marketing agency clients. This will include regular contact with all of our key accounts – identifying needs and finding solutions within a commercial framework and ensuring that our clients remain in the vanguard of digital marketing.

Main Duties and responsibilities

- Maintaining a list of key accounts via regular contact and meetings
- Working with the Client Services team to deliver solutions to our clients
- Building ‘technology partnership’ status with our key clients
- Ensuring excellent client retention
- Reporting any key client requirements to the product development process
- Balancing the commercial benefit of meeting client needs with the business

Skills Needed

- Excellent communication, interpersonal and presentational skills
- Experience of working in the digital marketing industry
- Experience in the account management process

Nice to have:

- An understanding of the software development process
- Previous account management experience within the digital marketing industry

Additional Information

This role has a very competitive salary, depending on ability. The successful applicant will benefit from a friendly working atmosphere and a sunny seaside location.

If you feel that you have the experience, ambition and skills to work with us in delivering success on challenging and interesting projects, within a fast paced environment please get in touch by sending us a CV and covering letter to careers@dc-storm.com

STRICTLY NO AGENCIES