



# Senior Account Manager for US

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Department/Group

**Sales**

Position Type

**Full-time**

Location

**New York**

Application Accepted by

**HR**

Reporting to

**EVP, North America**

E-mail

**[jobs@socialbakers.com](mailto:jobs@socialbakers.com)**

## About Socialbakers

With more than 300 employees located in 11 offices throughout the world, Socialbakers is the fastest growing social media and digital analytics company globally with customers in 100 countries representing every continent.

Defined by rapid product innovation and relentless dedication to customer success, Socialbakers has close connections with key social and digital companies like Facebook, Twitter and Google. Socialbakers is the only global solution that allows brands to measure, compare, and contrast the success of their social media campaigns with competitive intelligence. Recognizing the utility of Socialbakers' products, Facebook has awarded Socialbakers 3 Preferred Marketing Developer badges.

## Job Description

The Socialbakers Account Manager is responsible for successfully selling and delivering the Socialbakers value proposition to our clients. Clients will largely consist of -- but will not be limited to -- brands, media and social/digital agencies.



## **Key Responsibilities**

- › Maintain an excellent relationship with current clients
- › Develop this relationship so your clients renew their current agreement with Socialbakers, and derive more value by using more of the current purchased product, and/or another product from the Socialbakers platform
- › Serve as a brand enthusiast for Socialbakers' suite of products and solutions
- › Generate quality partnerships through your personal rolodex of prospects and relationships
- › Work collaboratively with marketing and technology departments to execute sales strategy as the firm introduces enhancements to existing solutions and/or releases new products
- › Bring your thinking, strategies, and ideas to advance our company's values, unique culture, and vision for the future

## **Skills/Qualifications**

- › Experience within a Sales/Account Management team that produces and exceeds their goals consistently
- › Evidence that you are a Top Producer (as defined by production results that put you at the top 5% of your peers)
- › Experience in a startup environment is a plus
- › Native like level of English
- › At least 5 years of selling or account management experience operating within a web technology, custom solutions (agency), online media or innovative online product environment
- › In depth knowledge of social media marketing
- › Experience of working with business owners, marketers, and executives
- › A sharp focus on your goals and the ability to advance the vision of the department
- › Street smart, emotional intelligence, creativity, a powerful work ethic and competitive drive to be the best, tons of energy, passion, humor, compassion, and enthusiasm
- › Superior communications skills and exceptional closing skills
- › Facility with MS Office Suite, Google Apps, and Salesforce.com