

PERFORMANCE CONSULTANT SA

Conseil en ressources humaines

Client Partner M/F

Our client: An international agency supporting brands in creating campaigns that contribute to culture in order to connect with their audience.

Role & Responsibilities:

- Manage and develop client accounts to initiate and maintain favorable relationships with them.
- Develop long term relationships with influencers and improving the rates by negotiating packaged and discounted rates
- Liaise between customers and cross-functional internal teams to ensure the timely and successful delivery of our projects according to customer needs from strategy, creative, execution to budget & reporting.
- Product Project Management Documents and communication with the Managing Director + Finance.
- Lead the team during pitches: gather briefs, schedule a brainstorming, align on strategy, set a deadline, etc..
- Ensure the smooth running of the project and the achievement of objectives including deliverables, KPI and margin.
- Train the account & project managers
- Ensure the overall satisfaction, growth and development of existing clients.

Profile:

- Proven ability to manage multiple projects at a time while paying strict attention to detail
- Deep digital / social media understanding
- Critical thinking and problem solving skills
- Excellent time and project management skills
- Keen attention to detail and adherence to deadline

Required skills:

- **Familiarity with Google Docs and Salesforce**
- **Fluent English and French speaker**, Italian or German would be a plus
- 6+ years relevant experience working in customer-facing roles, Program Direction, up to & including C-level executives
- 2+ years managerial/leadership experience
- Master's Degree

Contract type: Permanent position

Rate of activity: 100%

Starting date: ASAP

We guarantee you to handle your application in total confidentiality

Consultant responsable du mandat : Nathalie Roche

Ref : JD120456623