



WE ARE HIRING

**ACCOUNT
MANAGER**

SEND YOUR RESUME TO
midori@midoricreative.co

Midori

www.midoricreative.co

JOB TITLE: **ACCOUNT MANAGER**

LOCATION: **SHENZHEN, CHINA** (REMOTE WORK ALLOWED)

BACKGROUND:

Midori Creative is a new creative company focused on helping Chinese brands go abroad and connect with people around the world via amazing content and stories. We primarily focus on high-quality content creation as well as talent + creator relations via our vast network of filmmakers, photographers, and content creators around the world. Our deep experience in branded content as well as our diverse global staff, international mindset, and dedication to creatively telling a brand's story via amazing content is what truly sets us apart.

SUMMARY:

As a core member of Midori Creative, the Account Manager will be primarily responsible for serving as a bridge between the agency and the client. They will develop strategies, manage client relationships, and ensure that campaigns align with client objectives. Most importantly they will provide outstanding client services and deliver amazing results that define the Midori Creative brand.

RESPONSIBILITIES:

- **Client Relationship Management:** Build and maintain strong, long-lasting client relationships. Act as the main point of contact for clients, understanding their needs and ensuring they are met. Our relationships and the service we provide are one of the core pillars of Midori Creative and our account managers are a key part of that.
- **Communication:** Clearly and effectively communicate client feedback, objectives, and expectations to the creative team. Ensure a smooth flow of information and feedback between the agency and the client. The person in this position needs to speak the language of business and creativity, bridging the gap between these two worlds.
- **Problem-Solving:** Address any issues or challenges that may arise during project execution, providing solutions and maintaining client satisfaction. At the end of the day, creativity is problem solving, no matter how big or small.
- **Project Coordination:** Manage multiple client accounts simultaneously, ensuring projects are executed flawlessly and on schedule. Coordinate with creative teams, ensuring all project elements align with the client's goals and expectations.
- **Strategic Planning:** Develop and implement strategic account plans, providing clients with creative solutions that drive results and meet their objectives.
- **New Business Development:** Identify opportunities to expand existing accounts and explore new business opportunities. Collaborate with the sales and business development teams to drive growth. We're looking to grow and we're hoping that you will grow with us too!

QUALIFICATIONS:

- A creative and strategic mindset with a passion for delivering exceptional results and solving problems.
- Exceptional communication and negotiation skills.
- Fluency in English and Mandarin with a very strong understanding of international culture and trends.
- Strong understanding of marketing, advertising, and creative processes.
- Ability to work independently while simultaneously aligning with others.
- Effective project management and organizational abilities.
- Bachelor's degree in creative fields or marketing.
- Basic photo and video editing skills is a plus.

HOW TO APPLY:

Please submit your resume along with a personal statement in English and an example of any creative work you've done in the past (surprise us!).

Contact: midori@midoricreative.co

Midori