

**Designation:**

Account Director

**Experience:**

5+ years of work experience

**Location:**

Mumbai/ Gurugram

**Core competencies:**

1. Business & Financial Acumen

- Fluency in comprehending, tracking and maintaining financial data
- Keeness in understanding Client business with the aim at linking team efforts with Client revenue

2. Leadership & Team Management

- Lead by example & mentor team members
- Keep team members motivated at all times
- Ensure quality resources are brought on board
- Provide appropriate level of feedback concerning team progress (via performance reviews and on-the-job feedback)
- Train, mentor and motivate the team

3. Industry Knowledge

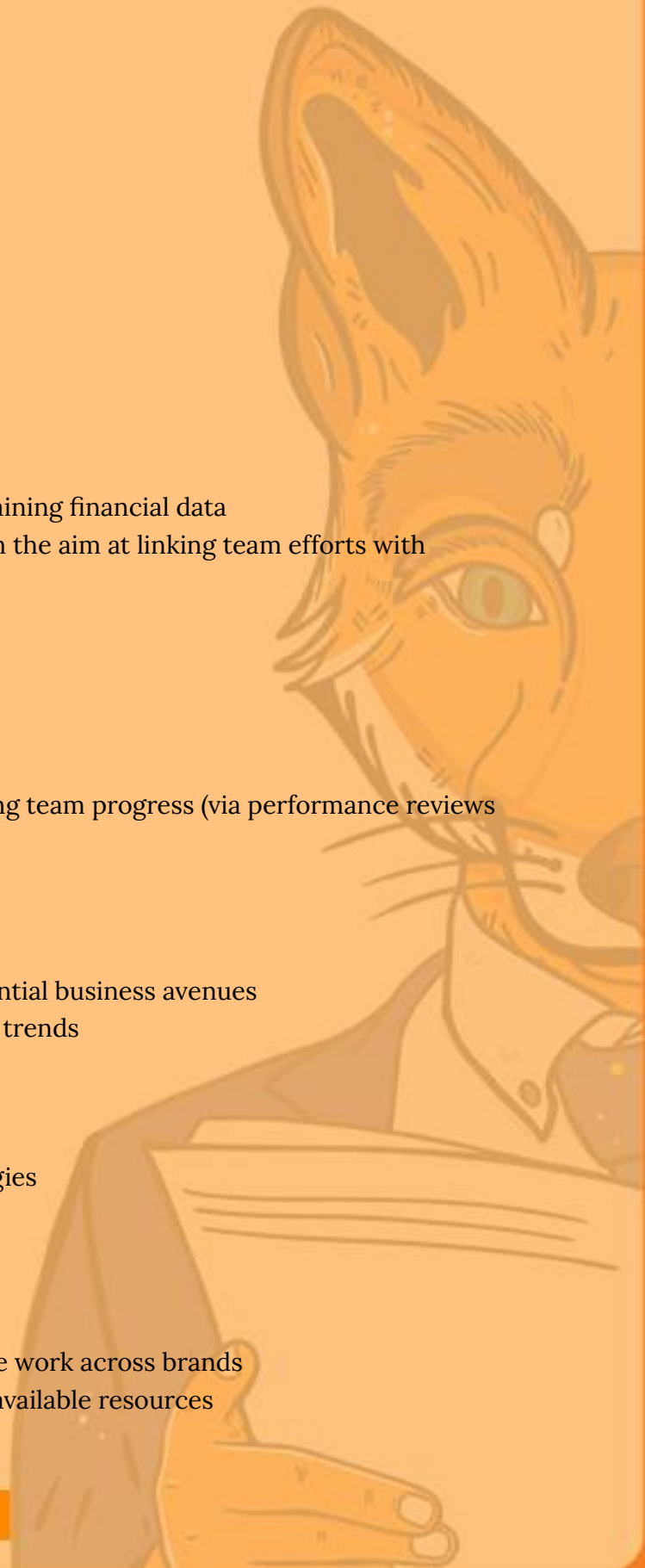
- Monitor competitor offerings and identify potential business avenues
- Update self and the team on the latest industry trends

4. Customer Focus

- Keep client needs in mind while framing strategies
- Timely resolution of client escalations

5. Planning & Organizing

- Tactfully prioritise tasks and projects to manage work across brands
- Deliver quality work within deadlines with the available resources



#### 6. Communication

- Excellent written and verbal skills
- Ability to clearly articulate complex ideas and strategies to clients and the team
- Ability to sell work and ideas, and respond positively to feedback

### **Qualification:**

1. UG - Any Graduate - Any Specialization OR PG - Any PG Course - Any Specialization; Post Graduation Not Mandatory.
2. Candidates with 5+ years of work experience can apply. Should have preferably been involved in Client Servicing, Strategy and Execution - All three
3. Prior team management experience preferred
4. Proven & demonstrable experience of being able to work under pressure and multi-task. Should be comfortable with handling pressure since the role demands it

### **Team:**

Account Management

### **Reporting To:**

Business Head

### **Roles & Responsibilities:**

The Account Director is responsible for FoxyMoron maintaining a leadership position in the market by contributing to:

- Success of a set of assigned client accounts, leading to account renewals and upsells
- Building capable, independent and motivated teams
- Accurate internal planning, budgeting and forecasting

