

Unisono | Job Vacancy

Vacancies: 客户经理 /Account Manager

Location: Beijing

Email: Seven.shi@unisono.com

工作职责:

1. 根据与客户所签合同制定项目进程表并监督实施
2. 与公司内部相关部门协调合作, 例如营运部门, 数据服务部门, IT 和咨询部门, 在规定时间内保质保量完成项目。
3. 向客户做项目总结。
4. 在了解客户要求的基础上, 计划和执行对客户的定期拜访, 与客户维持良好的关系。
5. 与现有客户的沟通中开拓新的商业机会。
6. 与财务部门一起解决发票和付款相关事宜。

任职要求:

1. 4 年以上客户服务与项目管理经验
2. 有广告公司, 咨询公司, 线下活动执行公司经验者优先。
3. 优秀的沟通和演讲能力。(英文, 普通话流利, 灵活, 有说服力和谈判能力)
4. 组织分析能力优秀。
5. **Office** 软件应用熟练, 尤其是**Excel** 和 **PowerPoint**
6. 性格稳重, 可以独立工作。
7. 能同时把握多种工作任务的能力, 并能按时完成工作。

Vacancies: Account Manager

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Overview of role:

The successful applicant will be working with business development team and provide insights resulting in creative ideas and make proposals to response pitches. You will have a proven background in business planning within a BTL agency on preferably FMCG category projects. You must also demonstrate a deep understanding of retailing channels, shoppers, as well as insights of customers in buying approach of a brand in certain channels.

Job Function:

Must have

- Responsible for research that gives insights resulting in creative ideas on sales promotion, channel strategies and activations
- Logically combine insights with reasoning, creative idea mechanics, and activation breakdowns in order to deliver a proposal which answer a client's pitch brief and strengthen our advantages over other players
- Collaborate with Account Service to develop brainstorming methodologies and conduct sessions in order to get collective creative ideas for activations and
- such Analyzing a wide range of information in great detail to gain a comprehensive context to define approachable new client categories, client brands and "angle" of attacking points with suitable services provided

Nice have

- Recommend and implement business plan that will contribute toward increased business and stronger in store marketing strategies for existing and new clients.
- Design, manage and analyze research, develop channel insights and strategies which contributes to sales increase for clients.

Candidate Requirements:

- 4 year working experience of which 2-3 years solid account management experience;
- Possess (advertising and BTL activation skills to develop a deep understanding of consumer and shopper insights, motivations, behaviors and channel insight)
- Ability to build a comprehensive understanding of wider retailing/channel/shopper behavior development trends and to be able to generate new insights and ideas especially in brand sales, activations and channel solutions.
- Understand the dynamics of clients' businesses (especially in FMCG industry) which in return will help the commercial and new business development teams identify new business opportunities.
- Strong organizational skills (proactive, strategic analysis, communication skills),
- A collaborative work ethic and take ownership.

Education Requirements:

- Business, Marketing degree in Bachelor, Masters degree or studying and working abroad in agency industry preferred
- Proficient in English and Chinese both verbal and written

Unisono Fieldmarketing
(Shanghai) Co., Ltd.

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