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## Job Description: Account Director

Do you have a passion for advertising and international marketing? Are you ready to work on content that will be seen across the globe? Join our small-but-mighty and collaborative Los Angeles team and work with people all over the world!

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### What's InterEcho?

We are a specialized agency that helps marketers and advertisers transcreate their campaigns and creative content into other languages. Transcreation is a creative and challenging process that avoids literal translations and, instead, yields foreign language content that feels authentic and local in the target market.

Global advertising agencies and large brands turn to us to properly adapt their content into other languages so they can effectively market their products and services in new countries. We translate and produce everything from TV commercials and social media campaigns to websites and mobile apps in over 60 languages.

As our agency grows, we need an **Account Director** who excels in leadership, client management, client retention, and business development.

### What Will I Be Doing?

Account Directors manage all facets of client and account operations, including:

- Managing a team of Account Managers and Account Supervisors
  - Building and maintaining strong client relationships
  - Creating new business opportunities
  - Negotiating global service agreements with key accounts
  - Overseeing the entirety of account relationships to ensure client retention
  - Conducting regular account reviews, building KPIs, and identifying opportunities to maximize revenue
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### What Experience Do I Need?

- Bachelor's Degree from an accredited university
- Previous leadership experience
- Previous sales experience
- Track-record of growth in accounts
- Strong presentation skills
- MS Office Suite

### What Might Put Me Over the Top?

- Previous ad agency, production company or localization experience
  - Fluency in another language
  - Master's Degree in Business or related fields
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### What's In It For Me?

- Competitive salary and commission structure
- Comprehensive benefits package
- Paid time off
- Dynamic and laid-back office environment

### Where Will I Work?

Los Angeles Headquarters (Miracle Mile)

### I'm Interested! What Do I Do Now?

Hit us up at [joinus@interecho.com](mailto:joinus@interecho.com)