



Account Manager | AM

COMMON
THREAD
COLLECTIVE

About Us:

The heartbeat of the Common Thread Collective (CTC) is far from your traditional marketing agency because we aren't a marketing agency. The traditional model is broken and we think differently. We are a digital sales agency passionate about helping entrepreneurs achieve their dreams.

In service of our clients, our focus on digital strategy, creative arsenal, and relationships uniquely aligns client dreams to our skill set driving revenue, growing brand awareness, and executing mission statements. We don't just sell stuff online, we invest in and help make our clients' dreams into reality. Pretty cool, huh?

In caring for our people, dream chasing and dream catching pulse through our office walls. A core value of CTC is that we are all entrepreneurs of our own life and as such we encourage play, promote curiosity, and help build each other up. To be better at our craft of digital sales, we strongly believe that investing in YOU will make CTC better overall.

A job, is a job, is a job. At CTC we don't hire for jobs, we build careers as a catalyst for your future self. We believe in who we hire so much that we offer all of our full-time employees:

- Full health, dental, and vision benefits that fit your lifestyle and goals.
- 401k program with a 3% company match (post 90 days employment) to bring out the investor inside you.
- 4 weeks of paid time off on top of Holidays, your Birthday and the week of Christmas paid. Go get your R&R on so when you're at CTC you're firing on all cylinders.
- A wellness reimbursement program that inspires 360 degrees of health: mentally, physically, and spiritually.
- Two monthly sessions to tell a licensed MFT therapist your dreams as an entrepreneur in our Tell Me Your Dreams (TMYD) program. To top it off, we provide you with resources to realize your dreams through our Dream Fund.

About the Position:

At the Common Thread Collective, we work in "growth teams" which manage advertising strategy and creative for several clients at any given time. Each team is composed of a Digital Marketing Account Strategist, Graphic Designer, Copywriter, Digital Marketing Specialist and an Account Manager. That's where you come in.

Our Account Managers oversee the execution of world-class marketing and advertising campaigns through meticulous time and project management skills. Conceptual thinkers and transparent communicators, our Account Managers bring the biggest of ideas to completion while staying flexible in the balance of day-to-day workload. The short of it, our Account Managers are liaisons between CTC

and our amazing clients. The long of it, Account Managers are fierce multitaskers and organizational wizards finding a way to deliver on our client's dreams.

Analyze | Profitability is a black and white metric. Account Managers analyze the effectiveness of team contributions based on hourly return on investment against client success metrics, ensuring CTC and client revenue is growing in the same direction.

Execute | Contracts are a binding agreement between CTC deliverables and client expectations. Account Managers live in the world between idealism and realism, finding a middle ground that bring dreams to life with bottom line profits.

Manage | Remember, we don't just sell stuff online, we help entrepreneurs achieve their dreams which makes the management of client relations more than a contract. Account Managers build and maintain strong, long-lasting, meaningful relationships that go beyond numbers. Our point of differentiation is the experience we offer in how we deliver on profits and dreams.

Communicate | We believe in transparency through effective communication. Our Account Managers are detailed, strategic, timeline leaders who maintain open and honest conversations 365 days a year. Why? Because we know communication it is paramount to finding synergy within our growth teams toward achieving common goals across multiple clients at the same time.

About You:

We hire for effort and interest at CTC and have found our successful Account Managers encompass:

- Bachelors Degree in Marketing or related field, preferred
 - 3-5 years of project management experience
 - Previous experience as a Project Manager at a digital marketing agency preferred
 - Google expert in Drive and Calendar
 - Skilled in ASANA or relevant project management software preferred
 - Are passionate and offer a fresh perspective while working to understand and refine their approach to being a CTC Account Manager
 - Ability to work on multiple projects simultaneously
 - Keen collaborators who both take and give direction respectfully across teams and clients
- Possess an internal drive to succeed and seek out solutions, inspiring CTC with your awesome personality and work ethic

