



---

## **Job Description**

The iA institute is seeking a creative and self-driven account manager.

### **The position**

The account manager will work alongside our head of marketing and sales and contribute to corporate revenue goals by successfully nurturing a \$750k book of existing clients, managing client relationships and developing new clients for future revenue.

The job also involves:

- Managing client/sponsor contractual obligations
- Communicating client/sponsor obligations to iA staff
- Checking in with client/sponsors for news and new opportunities
- Researching new client developments as potential opportunities for new branding/marketing /lead generation sales

The iA institute is a small, entrepreneurial company where each member of the team holds a lot of responsibility and relishes it. We are all doers as well as strategists. You will have a great deal of latitude to work with senior management, grow your skills and expand your role.

### **Who you are**

- A quick learner with an independent mindset, and a high-energy approach, day in day out;
- A professional with a consultative mindset and approach, which means that you are motivated by creating and nurturing new and repeat partnerships that our clients value and which benefit all parties;
- Good with details, and great with people.

### **We'd like you to have**

- a minimum of 1+ years in related digital media/advertising sales/SaaS or related industry,
- a goal-oriented sales approach; you're able provide a proven track record of meeting quarterly and annual goals, but also...
- a collaborative mindset – in other words, that you are comfortable with a team-sales environment, and
- a B2B media sales background showing tangible success is a definite plus.

### **We'd like you to be**

- able to consult with and close business with multiple decision makers and roles,
- a strong presenter, with closing and prospecting skills,
- proficient at using Microsoft office suite,
- quick to build knowledge of the competitive marketplace with the ability to respond effectively to market direction, new product offerings, client needs and competition,
- a good speaker and a good writer.



### **Who we are**

The iA institute (iA) is a media company that produces handcrafted news, education, events and connection for the consumer and commercial credit & collections industry. Our news website and daily e-newsletter is the go-to information source for the industry and our content reaches tens of thousands of professionals each month. ([www.theiainstitute.com](http://www.theiainstitute.com))

### **Our company's mission**

Those we touch should feel that we've delivered the best professional experience they've ever had.

### **Things we believe**

- We believe the value of our customers' investment should be undeniable
- We believe the good stuff is below the surface
- We believe in nurturing authentic, meaningful and lasting relationships
- We believe in accuracy, honesty, substance & relevance
- We believe in handcrafted experiences
- We believe in breaking new ground
- We believe in communities solving problems together
- We believe in going beyond the obvious
- We believe in action over complaints
- We believe in speaking with candor but not arrogance
- We believe in always passing the cringe test
- We believe in challenging assumptions
- We believe in being easy to work with
- We believe you deserve our best efforts
- We believe high-quality communication leads to good things: better mutual understanding, better regulations, better technology, and better business results.

### **Some of the other important deets**

We offer flexibility in schedule and working remotely, a generous time-off plan, 401(k), health insurance, and snacks. If you're looking for foosball tables, softball team and regular happy hours, we're not your place. But if you want to work with nice, smart, self-driven people in a friendly, collaborative, no-politics kind of culture, we'd be a great match. We're located in Rockville, Maryland, within a 7-minutewalk to the Pike & Rose area and 12-minute walk to the White Flint Metro.

### **Sound like something you'd like to pursue?**

If the above description sounds exciting to you, we'd love to connect. Please send a well-written note and your resume to [careers@theiainsitute.com](mailto:careers@theiainsitute.com). Submissions with resumes only will not be reviewed.