

JOB DESCRIPTION

Senior Manager, Client Partnerships

Experience: 5-10 years

Salary range: \$95,000-\$115,000

Location: (Hybrid) New York City Metro Area

ABOUT THIS OPPORTUNITY

SARANKCO Creative Studio is searching for an enthusiastic Senior Manager to support our established Client Partnerships team. This is a unique opportunity for a proactive thinker with a business development mindset to take ownership of client relationships and drive impactful growth.

We are seeking someone with experience in the design or digital communications industry. Your focus will be to develop, grow, and maintain both new and existing client relationships. You'll be a key partner in understanding our client's business needs, managing projects through the studio, and overseeing the day-to-day activities of various client engagements.

QUALIFICATIONS

- College graduate with a bachelor's degree or comparable professional training
- Account Management professional with 5-10 years of relevant digital and print experience who has worked on or led integrated projects at the campaign level
- Proven expertise in strategic relationship building, fostering strong and meaningful connections
- Comprehensive knowledge of CRM and Email Campaigns, Loyalty Programs, Social Media, Branding, and Visual Identity
- Exposure to print work with an understanding of various print form factors (e.g., direct mail, packaging, stationery, and signage), processes, and techniques
- Excellent communicator with superior written and verbal communication skills—experience feeding back to clients
- Ability to present to senior leaders/clients
- Organized and expert multi-tasker with the ability to remain calm and enthusiastic in a deadline-driven environment
- Sound financial acumen, with the ability to analyze financial data to inform decisions
- Strong business development acumen, with the ability to recognize and act on opportunities to expand client accounts and drive revenue
- Energetic self-starter with an all-hands-on-deck mindset who is willing to pitch in whenever and wherever necessary and thrives on a tight-knit team
- Ability to work with minimal oversight, showcasing a high level of autonomy and accountability
- Work in financial services and credit cards, luxury or hospitality a plus

- Proficiency in Workamajig a plus

ROLE + RESPONSIBILITIES

- Develop, grow, and maintain strong client relationships through all stages of a project—including scope negotiations, project development, execution, and delivery
- Seek out opportunities to foster relationships with current and new clients and cultivate organic growth
- Collaborate with leadership to identify and pursue strategic business development opportunities while developing account plans to drive growth and revenue, including opportunities for upselling and cross-selling
- Act as a strategic partner to your clients, understanding their core business and demonstrating thought leadership
- Work cross-functionally with the creative team to translate client needs into innovative strategies that drive measurable outcomes
- Manage day-to-day communication with multiple clients across several projects
- Deliver on all aspects of project management, including estimate creation, schedule development, and briefings to the creative team while liaising with clients throughout the process. Projects vary in size, from banner execution to complex campaigns
- Review profitability of projects and manage client forecasting and planning
- Work with the greater team to deliver successful print and digital projects
- Provide clear, concise briefings to the internal team
- Schedule and lead client meetings and presentations
- Develop and implement strategies for problem-solving in response to unexpected circumstances or to streamline workflow

COMPENSATION + BENEFITS

SARANKCO offers a competitive compensation package with excellent benefits, including healthcare, 401k matching, flexible spending accounts, transit check program, bonus plan, extensive PTO and company holidays, expanded parental leave, charitable gift matching, and fully-paid or discounted memberships to Citibike, Peloton, AIGA and more. We also provide robust talent development, where we cover the costs of online courses, educational opportunities, and other inspirational experiences. Our team is currently enjoying a remote/hybrid “Work Where Best” policy, and are encouraged to utilize the studio space and services as often as possible.

ABOUT SARANKCO

Founded in 2007, SARANKCO partners with clients big and small to define experiences, develop brands, and create meaningful communications that generate awareness, influence behavior, and drive engagement. We are headquartered in the Flatiron District of New York City, just steps from Madison Square Park, with a remote hybrid team that is spread across the New York area and beyond.

Our talented team offers a high level of expertise across strategy, copywriting, and visual design that is unmatched by similarly sized creative studios. We work collaboratively to meet challenges head-on, creating innovative print and digital solutions that are flawlessly executed for top brands including American Express, SAP, Morgan Stanley, First Manhattan, Booz Allen Hamilton, and more.

As a certified LGBT Business Enterprise with the National LGBT Chamber of Commerce (NGLCC) and an equal opportunity employer, championing diversity and inclusion is core to our values. Here you will find a welcoming, collaborative, and high performing team that is specifically designed to bring out your most creative, courageous, and authentic self.