

# FRASER

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Fraser is born in Berlin as an independent agency. We unlock classic communication and digital product innovation in companies. We help marketers at any stage of development and across a full range of industries, to transform and grow in this increasingly complex world.

We are the next-gen agency with global-edge to help companies in their transformation through support of data, strategy, creation and technology. A trusted partner in the journey of digital transformation. We believe we can change the way clients think about agencies.

Founded by recognised digital visionaries, today Fraser integrates best-in-class working methods, content and design to create disruptive product strategy and smart distribution.

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## JOB DESCRIPTION

We are looking for an **ACCOUNT DIRECTOR** to undertake account management responsibilities and supervise the dedicated teams. Your duties will involve both managing relationships with clients and guiding account personnel.

As an effective Account director you have great aptitude in building and maintaining customer relationships and also possess excellent planning and leadership abilities to coordinate and advise account managers, supervisors and executives.

The goal is to ensure our company's retention of clientele and facilitate further growth.

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## YOUR RESPONSIBILITIES

- . Take a lead in clients' marketing and advertising strategies
  - . Lead a team to provide the utmost level of client service
  - . Liaise with clients at a senior level on a day-to-day basis
  - . Promote the expansion of business with existing clients
  - . Work with other senior managers to generate new accounts
  - . Complete projects to a specific schedule and within an agreed budget
  - . Use your skills to push clients, and the agency, creatively and strategically
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## REQUIREMENTS

- . Proven track record as an Account Director or similar position
  - . Demonstrable experience in negotiation and meeting client requirements
  - . Solid understanding of budgeting and reporting on progress
  - . Knowledge of performance evaluation techniques and metrics
  - . Working knowledge of MS Office and/or relevant software (e.g. Salesforce)
  - . Excellent communication and interpersonal abilities with aptitude in fostering long-term relationships
  - . Outstanding organisational and leadership skills
  - . BSc/BA in business administration, sales or relevant field
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**We open up our trust to clients and to each other because we love what we do. We analyse and unlock new ways of thinking, go out and get it done. With enthusiasm and the spirit of Berlin. Does this sound like you?**

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