



Account Manager/Senior Account Manager (AM/SAM)

The opportunity

Technology is literally changing the world around us and yes, some people tend to focus on why that change is bad – it makes us uncomfortable, it breaks our status quo, it feeds our uncertainty – but at Orchard we choose to see it differently. Technology can make lives better. It can make businesses better, brands better and experiences better. It can be the change we want to see in the world.

Which is why we, at Orchard, rally around a single purpose: to *invent better outcomes* through creativity and technology. Those better outcomes can only exist in the context of people irrespective of if we label them users, customers, patients, clients or even staff.

- Join a dynamic and growing creative technology agency
- Based in Pymont, Sydney and New York
- Work with pharmaceutical and healthcare brands

The key function

We're on the lookout for a talented Account Manager / Senior Account Manager (AM/SAM) to join our team in Sydney. The role is very much a client-focused role looking after a combination of accounts that the AM/SAM will either lead or assist on with the guidance of an Account Director or Group Account Director.

The AM/SAM will be responsible for ensuring the efficient day-to-day management of their accounts, ensuring the agency-client relationship feels part of a team rather than transactional and supporting the wider team to deliver exceptional campaigns. The AM/SAM will also be responsible for meeting monthly and annual revenue targets and contributing to the planning, forecasting and development of client growth plans.

Specific duties

The AM/SAM:

- Is responsible for the day-to-day management and growth of client accounts, whilst developing strong relationships and delighting them with our work.
- Strives to raise the profile of the agency across everything he/she does, working collaboratively with internal and external stakeholders.
- Creates and delivers account plans with the support of an AD/GAD across all accounts.
- Manages budget & resource planning with the AD/GAD and ensures all charges are correct and within scope.



- Has impeccable time management skills and can work on multiple projects and clients at the same time.
- Has a passion for strategy and is eager to learn and assist with the development and forecasting of client plans, with a key focus on inventing better solutions and promoting organic growth.
- Works with the production and creative team to develop concepts for the project and to ensure integration and production feasibility.

What you can bring:

- 4+ years agency experience (depending on level of experience)
- Digital marketing experience preferred.
- Excellent oral and written communication and skills.
- Passion for digital or healthcare marketing.
- Good presentation skills.
- Excellent organisational skills
- Good financial management skills.
- Proven ability to work within a team.
- Interest in current technology and future trends.

If you feel like this is the right job for you, would like to take your career to the next level, work in a great cultural environment that allows you to grow and enjoy work, please email your CV and contact details to jobs@orchard.com.au and we will arrange to meet you!

A little about Orchard

We are a full service digital creative agency who fuse art and technology to invent better outcomes for business and brands. We work with several leading client brands such as Electrolux, Asaleo, BT, Hyundai, Zoetis and Bayer to name a few.

Invent Better are two little words that define our big approach. It's a belief that creative technology solutions are the key to winning in today's digital age, and it's a formula that challenges us to engage with our clients in a way that encourages us all to push that little bit further every time.

It's this passion and approach that has made us one of Australia's largest digital marketing agencies.

Sydney | New York

Invent Better – make a difference