



6688 93rd Avenue North | Minneapolis, MN 55445
Company: 763.561.4655 | Fax: 763.561.4688
www.engagestar.com

Account Manager

If you have a passion for collaboration, a drive for results and a commitment to exceed client expectations, consider becoming an Account Manager with Star. We specialize in the design, manufacturing and implementation of strategic trade show, retail, corporate interior and live event marketing solutions for an array of Fortune 1000 clients. Our Account Manager serves as both client advocate and internal project manager, ensuring every project is delivered on time, within budget and to our client's expectations. As a member of the Client Services team, you will partner with clients to grow their business, lead complex projects and partner with internal teams to develop innovative marketing solutions for an assigned client group. Our Account Manager plays a critical role in managing a significant segment of our client's business through the following responsibilities:

- Partner with clients to develop strategies and objectives for specific projects and own the day-to-day client relationship
- Partner with Creative to develop proposals for existing clients for new strategic marketing solutions
- Ensure flawless execution by personally managing all types of projects, from new retail and corporate interiors, to trade shows and events
- Manage all internal and external communications relative to projects, including leading client and internal project meetings, developing and communicating timelines associated with each project, and using our proprietary project management software
- Maintain/monitor the accuracy of current event dates, financial information, estimates, billing, etc. prior to distribution
- Occasional travel to trade shows, events and client locations is required

The ideal candidate for this outstanding opportunity will possess a collaborative spirit, a commitment to exceeding client expectations, fanatical attention to detail, and an exceptional ability to manage multiple projects, timelines and relationships in a fast-paced environment. Strong communication and presentation skills to a professional audience are essential, as is demonstrated success managing details and teams in client facing positions. Candidates with experience working in trade show, creative agency, and promotional selling environments, or those possessing an understanding of the dynamics of fixturing, visual merchandising, store rollouts, events or trade shows will be given preference.

Star offers a competitive salary and full benefits in an engaging and collaborative work environment. Qualified candidates committed to making a strong impact in a thriving organization are encouraged to submit a resume and salary history to: Human Resources, Star, 6688 93rd Avenue North, Minneapolis, MN 55445 or email hr@engagestar.com

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