

August 9, 2011

## Account Supervisor

Copacino+Fujikado is looking for an Account Supervisor to lead some of the agency's largest clients. Assignments are to be determined but the agency works with major regional brands such as the Seattle Mariners, Seattle Children's, Premera Blue Cross, Pike Place Market and World Vision.

Account Supervisors:

- Are inspired by and inspire great work at the agency
- Understand and lead work that successfully moves our clients' businesses
- Support our clients in development of their marketing strategies and plans
- Are general managers of their book of business, delivering an exemplary product on time, on budget and with high efficiency.

Primary Responsibilities:

- Manage their assigned accounts
  - Lead teams in strategic marketing planning and direction of campaigns/programs
  - Collaborate with client to identify needs and scope programs to establish goals, budgets and business requirements
  - Develop creative briefs, lead creative kick-offs, assess concepts, and oversee flawless execution through project completion
  - Financial management of forecasting and client billing & budgets; identifying opportunities to organically grow the business
  - Understand and monitor contractual requirements that affect account activities
  - Be proactive in recognizing incremental opportunities for client and agency growth
- Supervision & mentorship
  - Develop, manage and motivate staff.
  - Attract and retain outstanding talent
  - Empower team members and hold them accountable
  - Demonstrates the "art" of account management, setting a good example and sharing strategies for success

Skills Needed:

- Mature individual with passion for the agency business
- Strong strategic thinker with advanced writing, problem solving and creative assessment skills
- Ability to prioritize and manage multiple projects simultaneously
- Persuasive presentation skills
- Resiliency and diplomacy
- Appreciation for both art and commerce

Qualifications:

- Bachelor's degree in marketing or advertising preferred
- 5 - 7 years related experience, agency-side preferred
- Sense of humor and grace under pressure are a must

Other:

- Position is full time
- Salary is commensurate with experience
- Full benefits including health plan, 401(k), disability and profit sharing

Please send resume and cover letter to [jobs@copacino.com](mailto:jobs@copacino.com) with your **Full Name (Last, First)** in **the subject header**.

Copacino+Fujikado is an award winning advertising agency based in Seattle, Washington. We work hard, we work smart and we have fun. We offer competitive salary, excellent benefits and an opportunity for growth. You can learn more about us by visiting [www.copacino.com](http://www.copacino.com).