

United Arab Emirates Jobs Expertini®

Client Partner - Dubai

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Company: Influencer

Location: Dubai

Category: other-general

The job posting is outdated and position may be filled. Influencer enables brands to be seen at scale across digital; driving growth and guaranteed success on social media. We build meaningful relationships between creators and brands, whilst making advertising effective, but more importantly inclusive. Our purpose is to Make Waves; an idea seeded in the fact that our creators tell stories that build human connections, which set off waves of influence. These waves of influence become our data layers, from which we measure the impact. Our clients and creators make waves, we measure the impact. We are an Official Global Marketing Partner with Meta (Facebook and Instagram) and TikTok - they're also our clients too! Co-founded by entrepreneur Ben Jeffries and YouTuber Caspar Lee, we're a global team of 85+ with some of the best talent in the industry across New York, London, Manchester, Dubai and Warsaw. We're championing a new era of creativity and producing award-winning campaigns for brands such as Google, Vodafone, Playtika, Procter & Gamble, Pernod Ricard and Levi's, to name a few. Influencer are one of the first companies to pop up in the space and are among the market leaders within this booming industry. We were placed in the Top 50 Best companies to work for and recently won Campaigns Best Places to Work 2022, for the second year running!

Description In this exciting role you will be a key point of contact on the ground for Influencer MENA, working directly with some of our most high profile clients in the region. You will work collaboratively with the London based team and report into the Brand Partnerships Director (MENA), while being responsible for successfully nurturing and growing our client relationships for the MENA region

Key Responsibilities: Lead by example within the team across all key accounts, growing and

nurturing our clients
Strategising and delivering on campaigns
Writing clear and impacting proposals and presenting them to clients
Onsite client visibility 2-3 days per week
Take ownership of key accounts and drive consistent upsales and repeat business
Managing & working collaboratively with the Sales Manager to support new business opportunities
Achieving and exceeding monthly KPI targets,
Lead on developing forward-thinking and impactful content strategies; show your experience and advice on what works
Be an expert at budget management, forecast and track project s costs and update client on spendings.
Requirements: 7+ years working as an Account Director or Client Partner and the ability to not just help us win business, but the ability to nurture and grow our client relationships
Preferable to have experience in influencer marketing or media / advertising
You are open to and able to travel across the UAE and other GCC countries as and when required
You are passionate and have an understanding of influencer marketing, social media and digital marketing and how it s evolving
You are commercially aware, organised, confident and communicate exceptionally well
You are meticulous with your planning and can think of creative ways to get ahead of the game and exceed your targets
You are a self starter and happy to work autonomously as well as part of a team
Our Hiring Process
1st round: Initial Screening call with a member of the Talent Acquisition team
2nd round: Interview with Hiring Manager + Team Member
3rd round: Interview + Task with Hiring Manager + Team Member
Join the team & #MakeWaves
At Influencer, we re committed to cultivating an environment that promotes diversity, equity and inclusion. We promote DEI in our workplace and are a global community who believe our unique qualities should be celebrated. We want everyone at Influencer to bring their authentic selves to work everyday, irrespective of age, disability (including hidden disabilities), gender, gender identity or gender reassignment, marriage and civil partnership, pregnancy and maternity, race, religion or belief, or sexual orientation. Diversity, Equity & Inclusion is embedded into everything we do at Influencer and is a part of our culture. All we ask is that you have a passion for Influencer Marketing and a desire to be a part of one of the fastest growing companies within this exciting industry. Disclaimer: Drjobs.ae is only a platform that connects job seekers and employers. Applicants are advised to conduct their own independent research into the credentials of the prospective employer. We always make certain that our clients do not endorse any request for money payments, thus we advise against sharing any personal or bank-related information with any third party. If you suspect fraud or malpractice, please contact us via contact us page. Our goal is to make hiring as easy

as possible. We find the right talent for every company, ensuring that each candidate finds a job they enjoy. Dr.Job FZ LLC provides 360-degree AI-powered recruiting and job search solutions. If you are looking for a job and haven't found your chance yet, you can upload your profile on our website and find thousands of opportunities globally!Our platform gives you the flexibility you need to thrive in today's market by allowing you to apply for all different kinds of jobs, whether they are full- or part-time, remote or on-site.

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