



DIRECTOR, CLIENT RELATIONSHIPS

MotiveQuest LLC www.motivequest.com is a new kind of strategic marketing consultancy, using the techniques of online anthropology to help our clients know why people do what they do. We mine and analyze millions of online conversations to reveal hidden human motivations, drivers, issues and competitive dynamics. Our clients use this information for brand and communication planning, innovation projects and brand advocacy tracking.

We are looking for a Portland based person to build relationships with our West coast clients. Building relationships requires that our first priority is to always be helping our clients solve a business problem. You will help define, execute and deliver research that helps solve business problems. This requires that the account manager be part evangelist, part planner and part project manager. The successful candidate will be able to:

1. Collaborate with client to articulate the business problem.
2. Help design research against the specific business problem.
3. Define, scope, price and explain the research.
4. Bring in the MQ service delivery team to execute the research.
5. Continue to advocate for the client throughout the research process.
6. Ensure that the research is delivered to the client in a useful and actionable way.

The successful candidate will join a growing team of highly motivated professionals with backgrounds in research, advertising and marketing. MotiveQuest works with major companies (like Microsoft, Ford & Nike) and their agencies (like JWT, Razorfish, Edelman Digital, etc.).

The primary responsibilities of this position are to:

1. Meet with key accounts, prospects & agencies to deepen relationships and grow the business.
2. Develop new key accounts in the Western region.
3. Develop proposals for clients, prospects & agencies.
4. Build, maintain & manage pipeline of opportunities in Salesforce.
5. Close deals and negotiate contracts.
6. Ensure smooth hand-off to & collaboration with service delivery teams.
7. Ensure that the research is useful and actionable for the client.

COMPENSATION

MotiveQuest offers a competitive salary and benefits package including BCBS PPO medical and 401(k). Compensation for this job would be part salary and part commission with significant upside.

IDEAL CANDIDATE

The candidate should be likeable, confident, intelligent and highly organized. We are looking for people ready to change the world. For this job we would expect at least 5 years of experience in account management at a top agency, understanding and experience in marketing, research and social media and willing to locate in Portland, OR.

To apply, please send a cover letter and resume to:
careers@motivequest.com. NO CALLS PLEASE

