



Account Director

Location: Houston, TX; Hybrid (Remote & In-Person)

Hours: Full-time (50-60 hrs/week)

Experience: Bachelor's degree and no less than 4 years' experience in an agency setting

The Brief

Satori is searching high and low and calling out to the Universe for an **out-of-this-world Account Director**. Someone with unrivaled attention to detail, who is not content with being a client's order-taker and understands that TRUE account service means partnering with clients. You'll work side-by-side with our no-nonsense, smart-as-a-whip (and smart ass) owner, serving as her go-to person for overseeing the day-to-day requirements that come standard with agency life. You'll pitch new clients, drive sales, work with a team of some of the coolest and most talented people in the biz, all while effectively managing a perpetually full plate of account service goodness.

Meet Satori

To most, Satori means sudden enlightenment (like, "Whoa...I just found my perfect job opportunity!") But to us, it's so much more. Satori is a noun. It's an adjective. Sometimes, it's even a verb ("Wow, we need to Satori the _ out of this"). The Satori team moves as one unit – Account Service, Creative, Media, Public Relations, Strategy and Social Media – and we move swiftly. We're driven by culture, of the team and of the moment. We work hard and play hard. We walk, talk and think like humans, not like marketing robots or bigwig wannabes. We're real and authentic — sometimes to a fault (we might cuss a little, too). And we support our clients and each other like family. When it comes to people to join our team, we look for those who do the same.

Position Responsibilities:

- Pitch concepts and summarize results during multiple client meetings
- Create account strategies, leading projects from conception to final execution
- Establish goals and objectives for internal teams to follow
- Meet deadlines and project budgets
- Participate in client meetings and calls
- Keep the money flowing for client accounts

- Work with teams to develop materials, coordinate events and provide support and direction
- Be a master problem solver and be able to deal with and prioritize a crazy number of balls in the air at one time
- Perform routine competitive analysis (that is, keep tabs on the competition and always stay one step ahead)
- Throw out insanely fresh ideas during team brainstorming
- Memorize and understand the Satori Core Values as a way of life

Please Note: This is a client-facing position that requires around-the-clock flexibility. Sometimes, you will be working (or need to be available) before or after hours, on weekends, holidays, etc. – and often on short notice. This includes responding to emails, texts and/or phone calls.

That's agency life, baby!

Requirements

- Project management experience with an expert juggler's ability to maintain not only balls in the air, but also spinning plates of fire
- A creative mindset and ability to think outside of the box (or throw the box out altogether)
- Exceptional presentation skills
- Time-management, organization and leadership skills
- Exceptional communication and negotiation skills
- Previous agency experience (if you've lived it, you know why this matters)
- Managerial experience and the desire to be in on the ground level of building and developing a diverse team
- Able to take direction and feedback from clients and co-workers in stride
- A willingness to collaborate with those around you
- Able to think creatively and act on those creative inclinations
- Able to manage stressful situations (hot, boiling and scorching deadlines), keep your cool, and put in extra hours when needed
- Proven skills or experience in sales wouldn't hurt
- Client pitch experience is helpful
- Be passionate about your work but understand when to defend it and when to learn from it — no egos allowed!

- If you haven't guessed it from what you've read so far, you're gonna need a pretty good sense of humor to deal with us (and please-oh-pretty-please, don't be offended by swearing and blunt honesty)

Physical Requirements

- Work is performed in an office setting, but travel is a possibility
- May be subject to sitting, standing, or walking for extended periods of time (especially if this helps the creative juices flow)
- Must be able to lift up to 50 lbs (or able to convince someone to lift up to 50 lbs for you)

If this sounds like your kind of gig, email HireMe@satori.agency with your resumé, portfolio and answers to these:

- In one sentence, describe how you work best.
- One of our core values is "F*ck your ego." Tell us in 2-3 sentences what that means to you.
- One of our core values is "Act like you own the joint." Tell us in 2-3 sentences what that means to you.
- Tell us 3 things you're doing right now to work on yourself.