

Senior Account Manager

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Company: The Shelf Influencer Marketing Agency

Location: Canada

Category: other-general

Please follow the instructions under How To Apply at the bottom of this job description and email rebecca@theshelf.com directly to apply for this role. Please do NOT apply through LinkedIn. The Shelf is a full-service influencer marketing agency with our own proprietary SaaS platform. We use our in-house software to plan, execute, manage and optimize our clients' influencer marketing campaigns start to finish. The "start to finish" is where you come in, because you will be in charge of running campaigns for a set of our clients. Think Instagram reels, TikTok challenges, and Pinterest pins, oh my. This is a remote position. That said, our expectations are no different than if we had an office. We are a small team and each person's efforts are crucial to our success. We care about our clients and ask that you bring that same level of care to the table. If you are someone who takes initiative, loves all things influencer marketing, and knows how to WOW a client, then The Shelf might be your next home. **REQUIREMENT:** The Shelf is a fast-paced agency environment. We're seeking individuals who come with 5-7 years of influencer agency & client service experience. You must be comfortable in a client-facing role too. **Here's What We Are Looking For:** You've expertly run end-to-end influencer campaigns for the last 5 - 7 years. You have previous agency experience and understand #agencylife. That means you thrive in the fast-paced, ball-juggling nature of agencies, especially one that's a start up. You've managed client budgets upwards of \$1M+ and understand the accountability and communication required for a Fortune 500 client. You learn quickly. Every day can be different in the world of influencer marketing. We aim to adapt and mature with each change in the platforms, algorithms, or client project. Being flexible and willing to learn is

crucial to success in this role. You love a deadline and understand how to meet it. That includes working efficiently and thoroughly to get the job done. You have a strong client presence & don't shy away from making connections. You're the type of person who can use logic, data, and persuasion to create trust with your clients. You value working on a team. A Senior Account Manager is the quarterback. You know when to pull other departments in to answer a client question, solve a problem, or level up our offering. You're always striving to deliver beyond expectations on each and every project. Then wake up the next day and do it again. You lead by example. You set the tone for your peers no matter the rough waters by approaching challenges or changes with creative problem solving. You are solution oriented and that drives you towards success. Though the above is not an exhaustive list, it gives you a nice rundown of what we expect from you. How to Apply: We're a pretty down-to-earth bunch, so if you're interested in applying, in lieu of an elaborate cover letter, you can email rebecca@theshelf.com and include bullet points with the following info: A link to your LinkedIn profile What job site sent you our way Your location A bullet point about your agency experience (and why #agencylife is for you).. We are ideally seeking 5 years of agency experience here A bullet point about your influencer marketing experience, whether direct or indirect, or a combination of both. A bullet point about why else you feel you'd be a good fit for this role. Any transferable experience from high-pressure/multi-tasking roles Your salary range. You can also find the full job posting here with more details on what we are looking for: <https://www.theshelf.com/careers/account-supervisor/> We thank all applicants for their interest in The Shelf; however, only those candidates who are selected will be contacted. We look forward to receiving your application!

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