



Role: Senior Account Manager

Employment Type: Full-time

Location: London

About TLNT:

TLNT is the ultimate co-creation platform, helping our partners to harness the power of creators in all corners of the world.

With over 1M creators, 2.5M social followers, 4M members and a client list including major brands, media owners and agencies, this is a truly unique opportunity to join a pioneering global company at an exciting scale-up stage.

Our Website: www.tlnt.holdings

The Role:

Balancing providing exceptional service to existing TLNT clients with performing against a new business revenue target, you will act as the key point of contact (alongside the Global Client Lead) to manage communications between Client and the Production/Delivery teams, as well as proactively identifying new clients and opportunities within and outside of the dedicated client patch.

You will represent the client's best interests internally when developing and executing solutions with global team members across the TLNT Community, Production, Sales and Product teams, as well as seeking referral within Client organisations, across departments and markets.

Responsibilities:

- Work collaboratively with the Global Client Lead to develop presentations, inspiration decks and insight reports for clients
- Proactively seek new business opportunities, and be motivated to perform against a revenue target
- Provide exceptional communication between internal teams as well as external clients/contacts, often across multiple time zones



- Be constantly looking for upselling and cross-selling opportunities, leveraging the entire TLNT portfolio

We'd love to hear from you if you have...

- Exceptional client servicing skills and experience of working on large multinational accounts
- A demonstrable track record of reaching and overachieving on new business revenue targets
- Experience working with fast-moving and evolving tech-based companies
- A background in B2B business development and marketplaces
- Experience analyzing, interpreting, and leveraging data to make business decisions
- Experience in working in, and managing teams remotely across different geographical locations and time zones
- Experience in either a start-up, scale-up or high growth business
- Excellent stakeholder management and communication skills
- A passion for all things creative

Incentives:

- Competitive salary
- Includes great benefits; allow for future participation in an employee share option scheme being established

Next Steps:

- Submit your CV and cover letter to careers@talenthouse.com

Please note that due to a high number of applications, if you do not hear back from us within two weeks your application has not been successful