

Millward Brown India



Position	Account Director (Client Service)
Job Description	The Account Director (AD) is part of the Client Service team. The primary responsibility is to work with Group Account Director to serve as a liaison between MB and its clients, with responsibility for revenue & margin assurance & appropriate high levels of service to those clients
Key Responsibilities	<ul style="list-style-type: none">• Developing & maintaining relationships with their identified clients, ensuring that their needs are being met and that they are receiving appropriate levels of service, in collaboration with the HCS / GAD on those accounts• Owning the management of revenue budgets set for those clients in close collaboration with the HCS / GAD• Acting as liaison between the Client and MB on all business-related issues• Developing individual job costs, monitoring job costs throughout a project and ensuring profitability• Day to day involvement with projects for his/her clients, including interpretation, development of recommendations and presentation of findings• Identifying & developing new business opportunities amongst existing clients and outside the existing client base with guidance from HCS / GAD• Management of staff in his/her team• Training and career development of staff• Annual evaluations and monitoring of progress of

	<p>staff</p> <ul style="list-style-type: none"> • Aligning with HCS / GAD to ensure all procedures and policies are adhered to in his/her team or office
<p>About Millward Brown</p>	<p>We help clients build and grow their brands from strategy development through to marketing execution and assessment of brand performance and future potential.</p> <p>Our mission is to provide research-based advice to help our clients successfully manage their brand assets and optimize the return on their media and communication investments and so create value for our clients, staff and shareholders.</p> <p>One of the world's top 10 full-service market research firms:</p> <ul style="list-style-type: none"> • 86 offices in 56 countries, over 4000 employees • We work with 90% of the top 100 global brands • Experts in effective advertising, marketing communications, media and brand equity research • Conduct more brand and marketing communications research than any other company in the world • Over 100,000 ads copy tested (Link™) worldwide • Brand equity expertise with over 13,220 brands • Published papers, case studies, norms and internal knowledge bank • 40+ years' marketing research and brand consulting experience <p>Powered by insights, innovative thinking and a rich heritage, we focus on providing actionable solutions to address key business issues.</p>
<p>Qualification</p>	<p>PGPM/MBA Degree</p>

Added Skill set	<ul style="list-style-type: none"> • Proven knowledge of market research • Preferred proven knowledge of MB products and philosophy • Proven skills in team management and leadership • Developing skills in staff development • Background and experience in P&L management • Demonstrated ability to build strong client relationships • Developing skills in the development of business • Strong presentation and interpersonal communication skills • Excellent command of English, both written and verbal
Location	Delhi
Compensation	Competitive, as per industry standards
Work Experience	Prior work experience of 7 – 9 years in Client Service
Contact Person	Interested candidate may send their resume to Ms. Priyanka Kaushik on " always.priyanka@gmail.com "