



Video Strategist | Account Manager Voyage Pictures - Grand Rapids, MI

POSITION: Video Strategist | Account Manager

LOCATION: Voyage Pictures - Grand Rapids, MI

FULL-TIME/PART-TIME: Full-Time

REPORTS TO: Sales and Marketing Manager

About Voyage Pictures

We're a team of doers and makers chasing the dream of a better future. Our goal is to move people—to tell stories that get folks off their seats and into the streets. What community needs to be celebrated? Which audiences are waiting to be compelled? What life-changing stories are waiting to be told? These are the questions that drive us, that shape our interactions with clients, that move us to attempt the impossible in all we do.

Position Overview

Voyage pictures is looking for an intelligent and motivated Video Strategist to oversee and recommend video strategy across client accounts. Video Strategists are the first line of communication with our clients. They work alongside potential clients to develop video recommendations before a sale is made, advocate for our clients on projects, and are responsible for maintaining a positive relationship with clients throughout the project lifecycle. Additionally, they work closely with the creative, strategy, and production teams to ensure high-quality and on-time project delivery. We're looking for experienced Business Development professionals with passion to strategize and identify new business opportunities, work directly with clients and grow accounts.

RESPONSIBILITIES

- Quickly learn Voyage's target market and clearly communicate our value proposition to potential and existing clients
- Operate as a proactive problem solver dedicated to helping our clients realize the value of high-quality video production
- Create and drive revenue across accounts
- Develop strategic video recommendations for clients
- Identify prospects and leads, ensuring an optimized top and bottom of funnel
- Day-to-day communication with clients, ensuring all logistical expectations are met based on a project's scope
- Collaborate with Producers and Directors to develop creative concepts for each client
- Uphold Voyage's commitment to ROI-driven story by developing video distribution strategies for our clients
- Maintain account and opportunity forecasting within Salesforce account
- Meet and exceed quarterly and annual revenue quotas

QUALIFICATIONS

- Bachelor's Degree
- 2-4 years of account management, sales or customer success experience
- Proven contributor to a sales team with consistent achievement of sales quotas
- Desire to improve your organization and those around you
- Strong professional presence and business acumen
- Demonstrated commitment to learning and professional growth
- Meticulous attention to detail
- Strong written and verbal communication
- Experience using a CRM (Salesforce is a plus)
- Ability to work effectively both individually and alongside a team
- Commitment to generating positive social change through your work
- Outstanding record of customer service
- Be able to work independently & as part of a team in a fast pace, rapid change environment
- Able to garner commitment at every step of the sales process, a proven closer
- A desire to improve your organization and those around you
- Strong business development, account management, and relationship management skills

PERKS + BENEFITS

- Base Salary with Commission Structure
- Bonus Incentives for Exceeding Role & Company Goals
- Health Benefits
- Paid Holidays, Vacation & Birthday
- Company culture events throughout the year
- Open and spacious office, based in Grand Rapids
- Meaningfully contribute to a compelling vision

Qualified applicants, please send resume and cover letter to:

Jodi VanHarn
Studio Administrator
jodi@voyagepictures.co