



Graduate Account Manager

We are Nettle and we are absolutely thrilled to bits to make your acquaintance.

Looking for someone local to help launch your new website project? To make the most of your marketing budget? For someone who doesn't speak jargon at you? A designer, printer or website maker?

This is who we are and what we do, here at Nettle.

We are currently in the process of hiring a Full Time Graduate Account Manager at our Dublin City office, where you will join our creative design and marketing studio team.

As a Graduate Account Manager you will have the opportunity to, and be expected to, take the reins, pioneer new initiatives, drive sales and to improve the customer's experience.

Supported by our training and coaching structures within Nettle, you will engage in a multi-faceted approach to growing the client base of the Nettle Dublin studio. The ideal candidate will work with the Studio Team to create, improve and participate in ongoing studio marketing and outbound activities.

There will be an expectation to participate in networking, sales outreach, client support and project management.

As Graduate Account Manager, you will gain in-depth understanding of our clients' businesses, build strong relationships with them and identify ways to resolve challenges that they face. These challenges might include needing a bigger presence online, or wanting to launch a new product, brand a new business, or sell more services. It is incredibly important to us that we understand the goals and needs of each and every client and that we can tailor our offerings to support them to the fullest.



Location

You would be based in our Dublin City centre location and work in a team setting with people from different disciplines. We have worked hard to create a Covid-secure environment for our staff and clients with social distancing measures in place, sanitation stations, screen dividers and face masks. According to government guidelines and best practices, you may need to work from home at times over the coming months and here at Nettle we will be supportive in doing so effectively.

With an abundance of opportunity to connect with the rest of our Nettle Global Network, you will be able to learn from and share experiences together with the rest of the Nettle family.

What you will be doing:

- Building and managing a pipeline of clients
- Becoming an expert in Nettle's products and services
- Proposing marketing solutions that satisfy our clients' needs
- Creating design briefs for clients and managing projects with the design team
- Generating leads via Marketing, Sales Calls, Outbound Sales Activities and Networking
- Pioneering new initiatives within a fast growing studio
- Developing meaningful client relationships
- Achieving and exceeding sales targets



We would love to hear from you if this sounds like you:

- If you have the drive to leverage sales and build relationships
- If you are an excellent listener and can demonstrate sales and leadership skills
- If you are keenly interested in small to medium sized businesses and creating ways to help them grow
- If you are a team player and are always there to lend a hand
- If you are adaptable and have a strong ability to think on your feet and learn as you go.
- If you enjoy helping & teaching others, showing leadership attributes and strong communication skills
- If you love taking responsibility for your learning and educating yourself further in order to deliver the best service possible to your clients
- And most importantly that you know when to laugh, because we spend long enough in work, we should enjoy our time together!

Minimum Requirements:

- 1 years Sales or Marketing Experience
- Bachelor's Degree in Sales and/or Marketing
- Our work revolves around beautiful and effective design, print, web and signage, so experience in these fields is desirable but not essential

Perks of the Position

- Nettle Academy training and 1-2-1 coaching
- Global network
- On-target bonus incentive
- Experience with a wide range of industries
- Social Clubs
- Immersion within Dublin businesses
- Connections with other studios and teams



Salary DOE:

€24-26K DOE + on-target bonus

Application Closing Date:

20th August 2021, please apply online on our [website](#) or email geraldine@coreresource.ie with your CV and Cover Letter telling us why you want to come and work at Nettle