



We're hiring!

WinWin International Senior Account Director

Riverclub, JHB | Salary: Market-related

The value you'll bring to our team

This person is responsible for the execution of large-scale solutions within the areas of learning and development, strategic communications and learning technology. They will work closely with internal and external teams to create world-class, value-adding solutions for WinWin's clients within the financial services, professional services and agricultural industries.

Roles and responsibilities of a WinWin SAD:

Solution focus

- As a project owner, be responsible for the end-to-end development and delivery of solutions for our clients.
- Meet business objectives by actively partnering with resources to build creative approaches to clients' challenges.
- Provide the team with high level direction on existing and new projects, guiding the implementation of each solution.
- Be attuned to our clients' strategic goals as well as WinWin's offering, carefully considering both in the design of fresh and meaningful tools.
- Bring creativity, thought leadership and working knowledge of key business methodologies into the solutions and products we develop.

Team focus

- Work closely with the team daily, assessing work quality and giving guidance throughout the delivery process.
- Share knowledge and help to upskill the internal team members through on-the-job coaching.
- Inform business leads on ideas to improve processes, skills and people, based on client knowledge and feedback.
- In time, become an influence on the development of teams.

Client focus

- Play an integral role in building and maintaining strong relationships with existing and new clients
- Keep abreast of developments within our clients' industries, as well as our own, to propose and secure opportunities for new strategic projects.
- Prepare and present new business opportunities/tenders to existing and new clients
- Efficiently onboard new clients, ensuring a pleasant and professional client experience.
- Become ingrained and invested in our clients' businesses, gaining an in-depth understanding of their needs in order to maintain WinWin's personalised service offering.

The right person for the job...

- Has a minimum of 6 years' experience in an account management/account direction role
- Is Joburg-based (non-negotiable) and keen to work on-site at our premises in Riverclub, Sandton
- Has a wealth of expertise within the areas of L&D and/or corporate communications
- May have experience working within the financial services, professional services and agricultural industries
- Is a Salesforce, Microsoft Office and G-Suite wiz, especially in Powerpoint, Excel and Sheets
- Is far more than an on-paper client service person – they are a creative thinker and a 'solutionist' at heart
- Is organised, well-spoken, flexible, friendly and approachable – for them, 'SAD' is an acronym!
- Aims to put down roots in a dynamic, fast-growing company, with a view to ultimately take on a leadership role.

Our clients include

Old Mutual Group Ltd, Momentum, Illovo Sugar Africa, Inside Data, AB InBev Africa and SAB, JTI, PepsiCo and Simba, CCBA, Ola Energy, Thungela Resources, Harmony Gold, Exxaro, Unitrans and more

Ready to apply?

Send your cover letter, CV and references to info@winwinza.com

Note: Applicants who don't meet the above minimum criteria will not be successful.

Learn more about us!

www.winwinza.com

