



We're hiring!

WinWin International, Cape Town

Key Account Manager

The value you'll add to our team

As Key Account Manager, you'll be a main contact point for our clients, providing streamlined process-flow and efficient management of projects and campaigns. Together, we'll ensure the best development of content and strategic communications for our clients.

Quick facts about this position

- Intermediate level
- Permanent position
- Market-related salary
- **Cape Town only**
- Hybrid work model (currently 50% remote, 50% in office/ onsite at client)

About WinWin

[WinWin International](#) specialises in creating and implementing impactful blended learning and strategic communication solutions.

Responsibilities

- Manage competing priorities and maintain high levels of productivity in a fast-paced environment.
- Collaborate cross-functionally to identify, develop and manage execution of both current and new business opportunities.
- Manage multiple complex projects and accounts with differing timelines.
- Anticipate and develop solutions to client needs and problems.
- Become a valuable day-to-day "communications hub" for important client communications.
- Be an active team player in a collaborative environment.
- Grow client accounts and be their internal ambassador to ensure success on every project.
- Manage key client relationships while building a wider network of contacts.
- Plan, schedule and oversee key client communication points.
- Manage the billing system, including invoicing, collecting client PO's, etc.

The right person for the position...

- Is a wonderfully organised, skilful project manager with impeccable attention to detail
- Has excellent written and verbal communication skills
- Has excellent stakeholder management skills, including the ability to interact with and influence customers internally and externally
- Has strong interpersonal skills (ie. a high EQ)
- Is an enthusiastic team-player and a people's person
- Has strong time management skills and can meet tight deadlines
- Is creative with a keen ability to show initiative
- Has strong presentation skills
- Is curious and keen to grow and learn

Other requirements

- 2 - 3 years of agency or corporate experience (or similar)
- Marketing, communications or business degree
- **Highly beneficial:** eLearning experience
- Experience with FMCG, agriculture and/or financial clients
- Proficiency in Google Suite, MS Office (PowerPoint non-negotiable), Salesforce (highly beneficial), Monday.com (beneficial)

Apply here!

If you're the right person for this position, apply by completing [this form](#). Please note: Applicants who don't meet the criteria listed will not be considered.