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**Account Director, Promotional Products Marketing** - Deerfield, IL

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| **Job Summary**  As an Account Director for TSMGI’s Promotional Products Marketing division, you will be responsible for the overall account management and services for assigned clients within the division. You will also have overall responsibility on-going planning and implementation of client’s webstores, product selection, merchandizing, pricing, warehouse operations, and reporting. The Account Director is accountable for execution of promotional products (branded promotional merchandise and premiums) merchandising programs to achieve the goals of both the clients and TSMGI.  This role is ideal for someone who has previous experience in the Promotional Products Industry, managing large clients or programs at an agency or company. The successful candidate will also be someone who is passionate servicing clients and managing a comprehensive promotion products program for TSMGI’s tier one clients.  **Responsibilities**:   * Directs the day-to-day operations of assigned and developed promotions programs * Develops and maintains communications with clients regarding event promotional needs and new event promotional ideas * Maintains effective client relationships and onsite product presence as appropriate * Responsible for fiscal planning including cost estimating, budgeting and related financial reporting * Develops strategic plan to achieve client’s promotional products and merchandizing goals * Oversees the client’s webstore and is responsible for overall maintenance, troubleshooting and ensuring it is updated to address client’s needs * Researches and develops new merchandising and premium ideas for various client events * Oversees the scheduling required to ensure client expectations are met and/or exceeded * Manages overall tasks involved in producing merchandising communications or online catalogs including item selection, item sourcing, copywriting, proofing, creative, and outsourcing * Ensures assigned promotions programs are operating within approved budget parameters * Proactively negotiate with new and existing suppliers to drive down costs and deliver process efficiencies for the client * Prepares reports as appropriate to provide vital program feedback to clients * Directs warehouse and merchandising inventory as appropriate * Sources products and product manufacturer and procurement * Manage directly and indirectly a team of cross-functional Account Managers, Warehouse Operations and Support Services * Assists with other programs as needed and time allows * Participates in brainstorming and ideation of new client business * Models the values to which TSMGI is committed   **Position Requirements**:   * B.S. Degree or equivalent experience * 8+ years of experience in promotional products marketing (Advertising Specialty items, ASI, PPAI), but TSMGI will consider skills required for this role, for example, a candidate with a passion for and experience in retail * 3+ years of leadership experience * Experience managing large managing large clients or programs at an agency or company * Experience with webstores and e-commerce program management * Solid understanding of promotions marketing processes including overseas product sourcing and production * Keen attention to detail * Resourceful problem solver * Excellent communication skills – oral, written, presentation * Strong organizational and multi-tasking skills * Excellent client relationship skills * Solid understanding of financial and budgetary parameters * Able to work independently * Manages well against deadlines * Able to coordinate teams to produce quality work and achieve goals within stringent deadlines * Strong internet and computer literacy skills   **Benefits:**  TSMGI offers competitive benefits including health care, short and long-term disability insurance, life insurance, paid time off, retirement savings plan; and a friendly, positive and fun work environment.  **About TSMGI:**  TSMGI (The Specialized Marketing Group, Inc.) is a promotional, sports and event marketing agency, specializing in brand-enhancing programs that embrace creativity, innovation and excitement. TSMGI combines the personalized attention and passion of a small business with the cutting-edge capabilities of a larger one. Founded in 2000, TSMGI is honored to work with a wide variety clients, from small to mid-sized companies to global Fortune 500 organizations. TSMGI has been recognized by Chief Marketer’s Promo Magazine as a "Top 200" agency each year since 2008. Headquartered in the northern suburbs of Chicago, IL; TSMGI also has offices in Milwaukee, WI, Lexington, KY, and Charlotte, NC,. For additional information on TSMGI, go to: [www.tsmgi.com](http://www.tsmgi.com/). |