



Senior Account Manager

IMC Licensing seeks a Senior Account Manager to manage clients and portfolios of business for the corporate brands we represent.

An ideal candidate will have:

- At least five years of experience in account management or client services.
- Experience with consumer product brands, brand management, innovation or retail management.
- Demonstrated experience in developing strategic plans.
- Proven ability to synthesize disparate information related to a brand, its consumers, potential product categories and market information to recommend a course for brand extension.
- Ability to link analytical and conceptual thinking with a proven ability to have organizational impact and influence.
- Ability to engage in high value debate using sound conflict management skills to advocate for certain recommendations.
- Experience managing portfolios of programs and working cross collaboratively with other internal functions.
- B.A./B.S degree, preferably an M.B.A.

Compensation: Commensurate with experience. IMC offers competitive compensation and excellent benefits.

Contact: E-mail resume and [cover letter outlining qualifications and compensation history and requirements](#) to:

info@imclicensing.com

Resumes without a cover letter will not be considered.

ABOUT IMC

IMC Licensing is the nation's leading licensing agency specializing in consumer product brands. IMC Licensing turns brands into great new consumer products that delight consumers and expand the long-term value of our clients' iconic trademarks.

IMC Licensing represents Kraft Foods, Lenox, TABASCO and Wm. Wrigley Jr. Co. among others. For more information, please visit www.imclicensing.com.