

Who we are.

Red Circle is a mid-sized full-service advertising and marketing agency with over 20 years of experience in the gaming and hospitality industries. Our core business is Native American communities and Native-owned casinos — 44 to be exact — as well as a diverse roster of other clients. Our goal is to provide our clients with the best resources and insight they need to make their largest economical resources (casinos) be as successful as possible. This, in turn, allows the Native community to thrive.

We give our clients a full-circle experience, from data-driven insights all the way to breakthrough creative executions. We provide brand work from conception to execution, TV production, creative work from A to Z, digital, photography, strategy, media, direct marketing, database marketing, and more.

Located on the outskirts of the North Loop in Minneapolis and a skip, hop, and jump to Northeast, our newly renovated office is open and inviting. We've got a fridge full of beverages, fun gatherings, friendly people, a flexible, hybrid work schedule, and a festive Christmas party to boot. We also invite remote applicants to apply, as we have employees from coast to coast.

Who you are.

You're a good person. We've built a team full of likeable, kind, humble people who like to have fun and possess a positive attitude.

You're a go-getter. You hold yourself to a high personal integrity and are reliable, dedicated, and passionate.

You're an expert in your field. You're smart and good at what you do.

You're driven by client success. You sweat the small details, get things done, and have the compulsion for closure. When they win, we win.

You're curious. Always leaning forward, always learning, always improving.

So, what do I *do* as a Red Circle Account Supervisor?

An Account Supervisor is the senior most Account Service position at Red Circle. You are responsible for the direct supervision of all Account Service staff on your assigned accounts as well as the relationship with the client and the success of the account. The position relies on being strongly organized, strategically minded, and a focus of account success as it pertains to Red Circle's profitability goals. As the Account Supervisor you will lead the Account Executives and Coordinators with support, guidance, and counsel. The balance of client happiness and account health is crucial in meeting expectations from both sides.

Responsibilities:

- Manage client relationships by being sufficiently informed and personally involved, ensuring sound planning, timely service, and exceptional quality creative
- Manage overall growth and development of assigned accounts
- Meet profit goals on assigned accounts
- Keep executive management informed of the status of assigned accounts, problems, plans and meetings, as well as involving management personnel at key times
- Ensure the timely development and execution of plans, campaigns, and projects to assure client's goals for revenue, growth, and brand awareness are achieved
- Plan, develop, and defend agency budget recommendations, work goals, measurements, and training requirements necessary to provide both quality and profitable service to clients
- Plan, develop, and defend client budget recommendations, marketing goals, measurements, to assure assigned clients achieve success
- Maintain awareness and control situations which may lead to diminished client-agency relationships
- Maintain open and complete communication of client issues with functional leaders and corporate management
- Provide leadership/motivation and convey the vision and values of the Agency to the assigned staff

Requirements:

- Bachelor's Degree in marketing, advertising, or communications preferred
- 8+ years' experience in advertising/marketing
- Understanding of integrated marketing mix
- Experience onboarding new clients and developing fully integrated agency relationships
- Skilled communicator with the ability to be efficient and positive, and balance client and agency advocacy appropriately and effectively
- Experience in writing and managing contracts and proposals
- Understanding the balance of client and company success
- Willingness to travel for in-person client meetings

Skills:

- Leadership
- Exceptional customer service and professionalism

- Strong communication, time management, problem-solving and organizational skills
- Strong Charisma
- Strategic thinking
- Delegating tasks and holding accountability
- Expectation setting
- Audience identification

Red Circle offers a competitive salary along with great benefits including medical/dental, 401(k) match, casual dress code, and the recipe to the perfect Moscow Mule.