

# Digital Project Manager

## About Harambee Digital

Harambee Digital is a team of highly skilled problem solvers who specialize in digital solutions. They are dedicated to providing budget-friendly solutions to digital obstacles. Their work is highly detailed, and they are committed to delivering quality service to their clients.

Harambee Digital offers a wide range of digital solutions, including website development, mobile app development, digital marketing, and e-commerce solutions. They work closely with their clients to identify their needs and develop customized solutions that meet their unique requirements.

One of the key strengths of Harambee Digital is their ability to provide budget-friendly solutions. They understand that not all businesses have large budgets for digital solutions, and they work hard to provide cost-effective solutions that deliver results. They pride themselves on being able to provide high-quality solutions at an affordable price.

In conclusion, Harambee Digital is a team of highly skilled problem solvers who are dedicated to providing budget-friendly solutions to digital obstacles. They have a vast knowledge of the latest technologies and tools and are committed to delivering quality service to their clients. If you are looking for digital solutions, Harambee Digital is a team that you can trust to deliver results.

## In this role, you will:

- Achieve your sales goals primarily through retention and growth of existing clients
- Collaborate with our sales team to make client transitions efficient from Account Executive to Account Manager
- Meet with local business owners and decision-makers to uncover and understand their business needs and goals so that you can advise clients on our comprehensive product mix including print, digital, search, video and mobile solutions
- Work with colleagues to design custom advertising and marketing solutions that fit your clients' needs
- Present solutions to clients, working collaboratively to achieve the product mix aligned to their goals
- Review campaign results, learn from data and celebrate your successes
- Work with our advertising fulfillment team to provide accurate information for each client campaign

## For this position we're looking for candidates with:

- Bachelor's degree or a combination of education with related experience
- Experience in a sales or account management role, with direct experience with online marketing or media, is a plus
- Proven success of increasing sales through existing client retention and growth
- Experience in digital advertising would give you a head start

- Ability to build rapport and confidence with clients
- Excellent communication skills - to write, create and deliver effective presentations
- Self-motivation and resilience
- Ability to effectively organize your day, multi-task by pivoting to various sales activities and work under deadlines
- Familiarity with CRM sales management software experience, ideally Salesforce (we'll provide training)
- Solid skills in Microsoft Office Suite, particularly in Power Point & Excel to create presentations and review data
- Google Analytics; Google AdWords certifications preferred
- Working knowledge of digital advertising products, (display, search engine marketing, search engine optimization), with the ability to learn new technology

Equal Opportunity Employer Minorities/Women/Protected Veterans/Disabled

Please email your resume to [resumes@harambeedigital.com](mailto:resumes@harambeedigital.com). Subject should be Digital Project Manager