Job Summary:

As a National Account Director at TRG Multimedia, you will be crucial in expanding our reach to national brands and global agencies, outside of existing verticals. Your focus will be cultivating relationships, strategizing content needs, and collaborating to create solutions that maximize client investment. This role combines strategic relationship building with proactive business development to ensure TRG’s innovative services reach new markets and clients.

About TRG:

TRG Multimedia is a nationally renowned production studio in Cleveland, OH. Our state-of-the-art, 160,000 sq ft facility is dedicated to pushing the boundaries of content creation through innovative problem-solving. With capabilities ranging from video production and photography to CGI, art direction, set design, and post-production, our studio is equipped to meet the ever-expanding needs of national brands. Our team of 85 professionals leverages an extensive array of tools, including a 30,000 sq ft sound stage, a fully DMX-controlled Cyc wall, semi-permanent sets, high-tech kitchens for food styling, and advanced equipment like the MILO motion-controlled robot and a phantom flex 4k to create best-in-class work.

Who We’re Looking For:

* An incredible work ethic and great attitude that meshes well with the team. TRG has a long history of hiring people who have great attitudes and share a passion for our creative industry.
* Extremely organized yet also flexible enough to handle consistent priority changes.
* A person who understands the importance of the little things that make our clients’ experience something special.
* Must work well under pressure and in a fast-paced environment.
* Not afraid to take risks and try new things, continually testing and learning.
* Ability to handle many simultaneous moving timelines and shifting priorities.
* The ability to perform all duties while still having fun and being prepared for genuinely liking your job.
* An extreme love of puppies and dumb jokes is a plus.
* Someone who can work easily with a studio full of caffeine addicts, creative weirdos, and a handful of roaming dogs.

Supervisory Responsibilities:

* None.

Duties/Responsibilities:

* Develop strategic partnerships with national brands and global agencies, identifying new opportunities to leverage TRG’s comprehensive content creation services.
* Work closely with the marketing team to utilize tools such as customized web galleries, proof of concept projects, print collateral, and digital campaigns to present TRG’s capabilities to prospective clients effectively.
* Attend trade shows and travel to client meetings nationwide to represent TRG and foster meaningful business relationships.
* Understand and anticipate client needs, collaborating with internal teams to propose customized, compelling content solutions.
* Maintain a focus on building strategic relationships based on trust, moving beyond hard-sell tactics to develop deep, long-lasting client engagements.
* Spearhead sales strategies specifically tailored to video initiatives for brand videos, short-form narratives, and national broadcast commercials.
* Leverage TRG’s advanced video production capabilities to meet the dynamic content needs of prospective clients.
* Present and pitch TRG’s video production services effectively to decision-makers at national brands and agencies.
* Develop tailored proposals that highlight TRG’s unique capabilities in video production to solve client-specific problems.
* Coordinate with production and creative teams to ensure the feasibility and alignment of proposed video projects with client goals.
* Utilize detailed knowledge of current trends and technologies in video production to serve as a trusted advisor to clients and prospects.
* Engage in continuous learning about advancements in video production and related technologies to maintain a competitive edge in sales discussions.

Required Skills/Abilities:

* Minimum of five years experience in new business development, preferably within the media production, advertising, or related creative industry.
* Established network of contacts within national brands and advertising agencies highly preferred.
* Comfort with regular national travel to attend industry events and meet with clients.
* Strong interpersonal and communication skills, capable of effectively negotiating and building rapport with clients.
* Proven track record of meeting or exceeding sales targets and driving new business initiatives.

Education and Experience:

* A competitive base salary, goal-based compensation, and comprehensive benefits package.
* Opportunities for professional growth in a dynamic and creative environment.
* Access to state-of-the-art technology and a world-class facility for creative production.
* A supportive team environment that values innovation and creativity.
* Out-of-state applicants are welcome.

How to Apply: Interested candidates should submit a resume and cover letter to [contactus@trgmultimedia.com](mailto:contactus@trgmultimedia.com). Your cover letter should highlight your experience in business development within the media production or creative industries and your approach to building client relationships.

Join TRG Multimedia and join a team that is setting the standard for content creation in the industry.