



Account Manager · Full-Time

Molo Design, Ltd. (molo)
Vancouver, Canada
design / manufacture / distribution

the company

molo is a multi-disciplinary design and production studio based in Vancouver, Canada. molo's innovative works have received international recognition and have been acquired into museums and galleries around the world, including the Museum of Modern Art in New York. The molo team is an assembly of curious and skilled individuals that facilitate the studio's endeavours with passion and care.

the role

Account managers are a blend of focus, responsibility and intuition. molo depends on account managers for developing and maintaining relationships with both new and established clients. This requires active and polite communication by phone, email and in-person, as well as thorough documentation and tracking of all leads, opportunities and projects through molo's CRM platform. Account managers have the knowledge and intuition to aid and direct clients towards selecting the right products for their needs. They display a passion for good design and well-made objects, taking sincere interest in clients' work.

Precise and resourceful, account managers are exceptionally skilled at managing time and resources. They can create and implement activity plans, coordinate tasks, meet sales targets and they do not let small tasks fall by the wayside. They work well individually and alongside the molo team.

Account managers travel for up to fifteen days at a time to cities around the world—including Milan, Tokyo, Paris and New York—where they assist with the installation of unique exhibits and share molo's products and concepts.

to apply

Stephanie Forsythe and Todd MacAllen, molo's founders and directors, believe that good design and service begins with the character of the molo team and a structured work environment. Candidates must be prepared to work under a policy that mandates stewardship of molo's buildings, tools and materials, and forgoes distractions like personal cell phones, for a serious and focused workplace. It is important that candidates demonstrate a desire to grow with the studio, and wish to commit at least three years to working with molo.

Applications are by email only and attachments must be in PDF format. Please specify in the cover letter and email subject line that you are applying for the Account Manager position. In your cover letter, we ask that you address three questions: Why is molo a brand you would be proud to represent? How do your interests align with molo? When has your energy and enthusiasm paid off professionally?

We invite you to study our website and social media to develop a keen sense of molo's products, design process and vision. Once your passions and curiosities are stirred, please email your resume and cover letter to careers@molodesign.com.

Only those applicants permitted to work in Canada and who have addressed the above criteria will be considered.

We thank you for your interest, however, only shortlisted candidates will be contacted. Please do not call or visit the studio. Compensation will be discussed with shortlisted candidates.