

Job description

Founders Office, Client Representative & Growth

About the Role

We are looking for a dynamic and forward-thinking professional to join the Founders' Office – Client Representative & Growth. This high-visibility role offers direct exposure to leadership and senior clients, driving strategic initiatives, enabling AI adoption, and leading L&D interventions across WRM. If you thrive in fast-paced environments, value relationship-building, and are excited by the future of AI in digital media, this is the place for you.

Key Requirements

- 1.5+ years of experience in digital media / marketing, preferably client-facing.
- Exposure to AI-led tools and digital transformation initiatives.
- Bachelor's degree in Management, Marketing, or related field.
- Strong written, verbal, and interpersonal communication skills.
- Ability to manage senior client relationships (CXOs / senior leadership).
- Proficiency in MS Office and familiarity with AI tools.
- Business acumen with growth and strategy orientation.
- Ability to facilitate training sessions and L&D initiatives.

Key Responsibilities

- Act as the client-facing representative for senior stakeholders and industry leaders.
- Drive strategic conversations, ensuring client objectives are translated into actionable deliverables.
- Partner with the AI Taskforce to lead Adopt AI initiatives and AI Pitch Days.
- Evangelize AI adoption across teams and clients; build and present AI-led case studies.
- Facilitate and drive L&D sessions on AI, digital trends, and new tools.
- Track training adoption and effectiveness through feedback and assessments.
- Identify and unlock client growth opportunities; support new business pitches and expansion initiatives.
- Manage digital mandates for high-profile clients including content strategy, shoots, and campaign execution.
- Stay updated on platform innovations and best practices in digital media and AI.
- Work directly with the Founders' Office on strategic projects, presentations, and leadership-driven initiatives.