



International Marketing Account Manager

Bryant Christie Inc. (BCI), an international affairs management firm, is searching for an **International Marketing Account Manager**. The candidate will work directly with food, beverage, and agricultural organizations to manage their participation in United States Department of Agriculture export assistance programs, advise on market development strategies, grant writing and administration, and implement international marketing activities. The ideal candidate must have a strong strategic mindset to help guide and support export growth for U.S. agriculture/food/beverage products, the ability to gain the trust of clients and other partners through demonstrated work quality, and possess outstanding writing skills and attention to detail. Position is located in downtown Seattle.

Who is Bryant Christie Inc.?

BCI helps companies and industry organizations throughout the U.S. to eliminate trade barriers, develop new markets, and manage their international government affairs. The work is focused on clients in the agricultural, food, and beverage sectors. BCI offers a unique set of international services that provide strategic solutions combined with a global vision. For additional information, go to www.bryantchristie.com.

Key Responsibilities of the Account Manager:

- Develop strategic plans and marketing/activity plans for international market development
- Grant writing and grant administration related to USDA export assistance grant programs
- Project management for activities such as trade shows, seminars, trade missions, and promotions
- Contracting, budgeting, invoice processing
- Reporting/presentations to program and industry stakeholders
- Cultivating and maintaining relationships with government officials, client/industry representatives, importers, retailers, and subcontractors
- Domestic and international travel (up to 10% of time)

What the Successful Candidate will have:

- B.A./B.S. in policy, business, economics, or international relations
- 2 – 5 years of similar experience in marketing development and/or account management
- Strong written and oral communication skills
- Ability to be diplomatic within the context of various cultures
- Able to manage multiple projects, lead and support teams, and oversee program budgets
- Proficiency in a foreign language is a plus
- Grant writing experience desired
- Knowledge of trade and food, beverage, or agricultural sectors is ideal

Perks and Benefits

BCI encourages a healthy work/life balance and offers a range of benefits and perks including:

- Medical/Dental/Vision insurance
- 401K with discretionary employer matching
- Transportation subsidy
- Bonuses/profit sharing based on company performance
- Training to support staff development
- Sabbaticals with stipend to be used for international travel in 10th year of service
- Flexible work hours, telecommuting options, and time off for charitable work
- Trivia team, weekly team events, annual overnight staff retreat, agriculture/food/beverage field trips, and more

Applicants

To be considered, candidates must provide a cover letter, resume, and a short writing sample to jobs@allthings-hr.com.

All Things HR, an external HR Consulting Company, has partnered with Bryant Christie Inc. to assist with the hiring process.