

IKinema

JOB ROLE SPECIFICATION

JOB TITLE	Client Partner
REPORTS TO	CEO
BASED	Farnham, Surrey

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IKinema software adds realism in games, movies, video, and simulations that use specialist hardware or consumer devices: TVs, PCs, tablets, phones, goggles, and motion sensors

1. Specific Job Purpose

Reporting directly to the CEO the Client Partner works with IKinema's staff and customers to manage, propose, design and implement successful projects that use IKinema's products and services. This key role acts as the bridge between customers and their specific needs for high quality animation and IKinema's technical expertise. The Client Partner will be responsible for increasing business both by helping existing customers and developing new ones. Customers will see the Client Partner as a trusted advisor.

2. Typical Job Responsibilities

Works with prospective customers to understand their needs and conduct meetings, briefings and workshops to develop those needs and show how IKinema products and services can provide solutions.

Works with the customers to develop business and to design, estimate and propose customer projects.

Prepares estimates, statements of work and pricing proposals.

Starts and manages projects to implement customer requirements on-time with high levels of customer satisfaction.

Provides leadership and guidance to developers and other IKinema staff

Achieves target utilisation of billable time for themselves and the team.

Develops in depth knowledge of IKinema products and services and supporting technologies.

Contributes to the development of sales and marketing strategies through research and participation in marketing events

Creates a structured sales plan identifying potential customers (globally) and key personnel and stakeholders within each organisation.

Understands in depth what competitors' capabilities are.

3. Skills, Knowledge & Experience

- Has worked in the Games or Virtual Production industry and has a network of contacts with key individuals.
- Good understanding of how animation software works in games and/or motion capture. Some programming skills (C/C++) and/or knowledge of software such as Autodesk Maya would be a bonus.
- Good degree in Computer Science, Gaming Software or similar subject.
- Strong communication skills (listening, verbal, writing and presentation).
- Fluent in English
- Experience in a client facing role with good customer management skills.
- Commercial understanding of Games and Mocap/Virtual Production
- Proven experience of demonstrating complex technology to a highly technical audience.
- Good negotiation and deal closing skills.
- Demonstrated ability to find, develop and win new business as well as the ability to grow the business with existing customers.