



Hiring communication and advocacy professionals: **Account Executive**

Adeo Advocacy is a woman-owned and led communication and creative agency in Baltimore powered by a team of talented communicators, writers, organizers, digital strategists, designers and political operatives. We are looking for innovative, driven and quick-witted humans to join our growing team.

We move people.

Adeo is where public affairs become human. We set ourselves apart by putting the power of connection first, linking client goals to the needs of communities, consumers, decision-makers and voters. Capturing and calculating the nuance of individual behaviors, intentions and values, we engage trusted messengers and leverage proven vehicles to carry your narrative with the most impact.

Our work.

Adeo provides our clients with a measurable return on engagement. Beyond traditional marketing and storytelling, we build integrated and coordinated experiences for clients and the people they need to move that unfold across multiple channels and mediums.

We work across industry and organization including government, energy, health care, retail, real estate and non-profit issue advocacy to help clients build their brand, engage supporters and connect with consumers. We've secured historic public financing approvals for local infrastructure projects, shifted public dialogue around intensely emotional policy issues, positioned executives as sought-after industry leaders and supported local organizations to inspire their memberships for greater community benefit.

A day in the life of an Account Executive.

While no day is ever quite the same at Adeo, Account Executives are primarily responsible for engaging with and managing clients and their communication objectives. This includes day-to-day client strategy implementation across a broad spectrum of industry, issue, and tactical platforms, including message and narrative development, paid communications, digital strategy, media relations, coalition building, grassroots advocacy, executive thought-leadership and corporate communications.

Account Executive responsibilities:

- Manage client relationships and accounts
- Develop and execute strategic communication and advocacy campaigns across industries, issues, tactics and platforms



- Provide the highest level of client service with proactive account management and client relations
- Produce strong written deliverables under tight deadlines
- Mentor and drive the work of junior staff and interns
- Guide the development of creative materials that articulate and promote client initiatives and programs
- Contribute creativity, passion and expertise to an entrepreneurial team environment where everyone's voice is heard, highly valued and rewarded
- Maintain a deep understanding of industry topics, issues or news related to client accounts to effectively deliver meaningful advice and creative communication strategies

Things that could make you a perfect fit:

- Three to five years of senior-level corporate, advocacy, legislative, agency or comparable advocacy or strategic communications experience
- Experience managing multiple projects simultaneously across diverse issues, tactics and platforms
- Demonstrated track record of successful leadership practices
- Exceptional writing and analytical skills, including the ability to write strategically and creatively under tight deadlines
- Strong presentation skills
- Driven, creative and resourceful
- Excel under pressure
- Unwavering attention to detail
- Enjoy and thrive in social environments
- Flexible – willing to work evenings and weekends when projects require

Benefits include:

- Employer-paid health care
- 401k with employer match

Next steps:

Please submit a cover letter, resume, salary requirements and references to jobs@adeoadvocacy.com with AE in the subject line.

adeo is committed to the diversity of our team and partners. We strongly encourage women, minorities and candidates of all gender identity and expression to apply.