Stoke RGA

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Account Manager

The Role

Stoke RGA helps manufacturers break out of stalled growth cycles and build the commercial engine to reach 25%+ in new revenue in three years or less. Growth Strategists set the plan for how a client gets there — Account Managers are the reason it actually happens.

This is a role for someone who's energized by momentum. You'll partner closely with a Growth Strategist on every assigned account, but the day-to-day execution is yours: turning strategy into a working plan, keeping every moving piece on track, and being the person a client trusts to follow through. Some days you're deep in a project timeline. Others you're in client meetings, or pulling together the right internal team to hit a deadline that moved up.

What ties it together is ownership. You don't wait for someone else to notice a deliverable is at risk because you see it first and fix it.

What You'll Own

Client Delivery

- Partner with the Growth Strategist to turn approved workstream plans into production — translating strategy into resource assignments, timelines, and next steps
- Serve as the day-to-day point of contact for assigned accounts
- For mid-tier and smaller accounts, help build the annual engagement plan alongside the Growth Strategist
- Keep clients informed and confident, even when something's off track

Project & Budget Management

- Maintain project workflows in our project management system - ClickUp
- Create and maintain good working relationships with resource teams
- Manage timelines and budgets

- Assemble the right resource team for each project assignment
- Provide regular reporting to the Growth Strategist so nothing slips through unnoticed

Judgment & Follow-Through

- Flag risk early — a missed deadline, a scope creep, a client going quiet — before it becomes a bigger problem
- Bring a strategic lens to execution, not just a checklist mentality

Who You Are

- You juggle a lot without dropping the ball
- You notice things - a budget trending over, a client going quiet, a deadline at risk — you catch it early
- You're comfortable engaging with clients, even under pressure
- You listen well and build trust quickly, with clients and teammates alike
- You adapt fast when priorities shift, without losing track of what matters
- You hold yourself accountable for outcomes, not just tasks completed

People who thrive in this role often come from account management, project management, or client services backgrounds — agency experience is a strong plus, but not required if you recognize yourself in the traits above.

What to Expect

Early on, you'll ramp up by shadowing live accounts and learning how Growth Strategists build and hand off plans. As you build context, you'll take on more. This role rewards people who want real ownership over client deliverables and results, not just task execution.

This is fast-paced, detail-heavy work in service of something that matters to the manufacturers we work with. If you want a role where your follow-through directly shows up in a client's results, we'd like to talk.

About Stoke RGA

Stoke RGA helps manufacturing companies turn sales momentum into scalable, long-term growth. Our Revenue Growth Accelerator is built around a simple standard: 25%+ in new revenue within three years or less, a repeatable outcome our clients can build on.

That standard shapes how we work internally, too. We align every function of the business around a cohesive strategy, bridge the gap between planning and execution, and hold ourselves accountable to real goals we set in partnership with our clients.