



YOUR E-COMMERCE
REVENUE ROCKET

Account Strategist (Latin America)

Location: Fully Remote

Type: Full-time

Account Strategist - E-Commerce Marketing Agency

■ Are you ready to join our team of young, talented, and brilliant marketers? We're on the hunt for an Account Strategist who loves ownership — someone who can lead client relationships, run a tight operating cadence, and translate strategy into shipped work that drives measurable results for e-commerce brands.

At ECD Digital Strategy, we help eCommerce brands grow profitably through email/SMS retention, paid media, and website optimization. We're a remote team that moves fast, cares deeply, and holds a high bar for clarity, quality, and follow-through.

We're an ROI-driven e-commerce digital marketing agency whose clients see us as an integral and irreplaceable partner in their ongoing growth. We guarantee that all of the work we do more than pays for itself with increased trackable revenue for our clients.

Our team is our most valuable asset. As a member of ECD, you'll work alongside talented thinkers, dreamers, and doers who move the industry forward with fresh ideas and excellent service.

What You'll Be Doing

As an Account Strategist, you will have five key roles:

- **Client Liaison:** Act as the primary point of contact between clients and the agency, ensuring clear communication and understanding of client goals.
- **Project Coordination:** Oversee website design, development, email/SMS, and paid media projects, ensuring timely delivery and client satisfaction.
- **Strategic Planning:** Collaborate with clients and internal teams to develop and implement effective digital marketing strategies.
- **Campaign Optimization:** Analyze performance metrics for email/SMS and paid media campaigns, making data-driven recommendations for optimization.
- **Client Growth:** Identify opportunities for upselling services and expanding client relationships through excellent account management.

What Success Looks Like

In your first 30 days:

- Learn our systems, tools, standards, and communication style
- Run client calls with strong prep and clean recaps
- Keep tasks moving without constant reminders from others

By 60–90 days:

- Clients feel calmer and clearer because you own priorities and communication

- Reporting consistently leads to decisions and improvements — not just numbers
- You proactively surface risks, opportunities, and next steps before anyone asks

Requirements

- Based in Latin America
- 3+ years of experience with Account Management
- 3+ years of experience with E-Commerce
- Experience with Klaviyo, Shopify, and conversion rate optimization
- Experience with project management and managing a team
- Experience working with 7–8 figure e-commerce brands
- Deep knowledge of DTC customer lifecycle and retention marketing

What's In It For You

- The opportunity to lead 7–8 figure e-commerce brands to success through digital marketing
- Collaborate with marketing and creative teams on advanced retention and marketing strategies
- Fully remote work with a flexible schedule
- Access to continuing education and unlimited resources to grow in your field
- Competitive compensation and PTO (\$2,000–\$3,500 USD/month DOE)

Our Non-Negotiables

We expect that you take the steps necessary to do what you say you're going to do and to be accountable for your actions — in other words, live "Above the Line."

We understand that not everyone is ready for this level of ownership, and we respect that. However, you would be a great fit at ECD if you're willing to commit to the following principles:

- Accountability: See It, Own It, Solve It, Do It
- Become part of the solution
- Respect others and their feelings
- Act now
- Ask: "What else can I do?"
- Ask: "What coaching do you have for me?" and "What can I do better?"
- Personal ownership
- Show others that you care

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