

AMBITIOUS & DYNAMIC ACCOUNT MANAGER

£28k-£34k + Performance Bonus & Excellent Benefits

Multi-Award Winning Integrated Agency - SW London

Our client is a multi-award winning marketing agency based in SW London and is on a rapid growth trajectory, so it's a great time to be joining their team. Their clients are blue chip household names, combined with smaller, fast growing 'start up' style clients.

The agency culture is meritocratic, entrepreneurial, dynamic, fair and informal. The agency is a place where bright sparks progress quickly and where the rewards of pay increments, discretionary bonuses and promotion are there for the taking by ambitious individuals.

The role

The role of Account Manager has become available due to the current AM getting married and moving to Spain. Generally, their staff retention is excellent and the new recruit should see the role as a great opportunity to grow and develop rapidly, staying to enjoy the rewards and personal progress as the agency grows.

The current AM reports into a Senior Account Director and it is the aim to grow this team's portfolio such that an Account Executive can be brought in to support. At present, the team works on British Gas Business, an upmarket competitor to Airbnb called Vive Unique and a small financial company who are entrusting the agency with their CRM and a re-brand.

There may be a requirement over 'holiday season' to assist on other accounts such as BHF and O2 and indeed to work on new account wins, as they convert to clients. Hence, their account handlers are efficient and agile types who can consistently deliver quality to clients with integrity and pace; they call it 'thinking doing'.

They are a genuinely integrated agency, offering clients full service across all disciplines except PR. All integrated experience, both B2B and B2C will therefore be useful. **However, core competencies required for this role are direct - including DM, eDM and digital**, with experience of CRM and or eCRM preferred.

The successful candidate will be an outstanding project manager with great organisational, communication and people skills. These discipline, PM and people' skills will be fuelled by a sharp intellect (2:1 degree min) and a drive to succeed.

Remuneration and benefits

Remuneration will be commensurate with experience. The role is 5 days per week, 9am - 6pm, with 28 days holiday p.a., including Bank Holidays. Benefits also include fast track progression, twice yearly appraisals, salary increments, promotions as appropriate, discretionary annual bonus of between 10-15% of annual salary and from 2017, a stakeholder pension. Softer benefits include working in a great team in SW London, with clients in and out of London and our collaborative culture, with plenty of celebrations, socials and extra holiday for 3+ years of service.

Next steps

Please forward your CV to Bill Kinmonth with your salary expectations and notice period.