

Account Director

We're looking for an Account Director with experience of working for an integrated marketing agency. This is a fantastic opportunity to join Clevercherry with a great portfolio of both new and longstanding clients across various sectors.

This would really suit a solid Account Director who's looking to lead a key account and maintain strong client relationships.

Purpose of the Role

- Responsible for the development, management and progression of a few key accounts and your team.
- Pitching, presenting and creating winning proposals whilst managing the complete pitch/tender process, with the relevant agency staff.
- Searching for ways to attract new business.
- Building rapport with new and existing clients.
- Demonstrate strong leadership and management skills.
- Inspire, motivate and drive your team and those around you.
- Create an atmosphere that is upbeat and maintains a good level of morale and productivity.
- Optimise and increase revenue whenever possible.
- Appraising digital UX and designs against the client brief
- QA/UAT of all functionalities for digital work completed by the studio
- Preparation of pitches/proposals/presentations to win further business from new and existing clients

Key Skills/Experience

- Preferably educated to degree level or equivalent
- Knowledge and passion for digital marketing
- Established Account Director with previous experience of working within an agency.
- Strengthening and maintaining relationship with the client.
- Educated to degree level or equivalent.
- Ability to work to tight deadlines and under pressure.
- Strong attention to detail and organisational skills.
- Strong written and verbal communication skills.
- Effective team management capabilities
- Good attention to detail

Ideal but not essential

- Experience with project management software e.g., Jira, Synergist etc.
- Knowledge of digital project lifecycles
- Knowledge of SEO, PPC and Social Media Management

Benefits

- Competitive Salary DOE
- Pension Scheme
- 20 days holiday (plus bank holidays) rising by an additional 2 days each year after 2 years' service (capped at 25)
- Enjoy an extended Christmas break in addition to your holiday allowance
- Fully stocked drinks fridge, snacks and in-house bar
- Company away days and team building
- Vibrant and active social calendar
- Posh drinks and good coffee on tap
- Hybrid Working (Mon, Thurs & Fri home/remote) (Tues & Wed Office Based)