

LEDGER BENNETT

Senior Account Director

London, England, United Kingdom

Are you searching for your dream job? Here at Ledger Bennett, we strive to help our employees find passion and purpose. Join us in changing the way the world works.

Ledger Bennett are looking for an experienced Senior Account Director to join our team at our offices in Kings Cross, London.

We have adapted a flexible working style that is robust, admin-light, with cloud-based systems that allow you to work from any suitable location with hours to suit you and our clients!

What will my new role involve?

Joining our team as a Senior Account Director, you will own solid senior client relationships (organic sales growth of existing/new clients). You will be required to manage the internal Account Management (AM) Team on a day-to-day basis, key commercial responsibility of client profitability across the wider AM Team and always ensuring that the agency's service to the client is being delivered efficiently and to the client's satisfaction.

Although no day is the same at Ledger Bennett, below is how we would like you to spend your time:

- 30% day-to-day team/campaign support
- 30% new business opportunities in EMEA (supporting wider teams where necessary)
- 40% AD delivery on specific clients

Your role will also require you to:

- Supporting the VP with mentoring/coaching the AM Team
- Developing strategic recommendations for the agency's clients/products/innovations
- Ensuring that the overall strategic direction for each client partner is agreed
- Ensuring weekly sales forecasts, recognised revenue and profitability targets are being met for each client including weekly updates to CFDC/Synergist
- Ensuring that the account team has the necessary resources and skills to service client requirements
- Approving cost estimates to go to clients (where necessary), ensuring accuracy and appropriate margins.
- Maintaining detailed knowledge of B2B and client marketplaces
- Developing and reviewing Client Development Plans for each client

Our ideal Senior Account Director

If you are a commercially savvy, proactive, fast thinker, this is the perfect role for you! You will need to be driven and employ your extensive experience of client services to develop your account base and succeed in your new role.

You will require the following skills to succeed:

- Experience in Client Service, preferably at a B2B marketing Agency, as a lead for a £1 million plus annual Client (preferably a B2B client)
- eCommerce, media and SAS/tech client experience is desirable
- Proven experience in relationship building
- Analytical and strategic experience
- Depth of knowledge in B2B marketing across core disciplines, including marketing automation (marketo), media, creative as it relates to lead generation
- Team builder and leader
- Flexibility to accommodate time zones, remote working and national / international travel when required.

- Ability to communicate in a clear, concise and well-crafted manner

What can we offer you?

As our Senior Account Director, you will be entitled to a **highly competitive salary** plus a range of benefits including:

- 25 Days Holiday plus bank holidays
- Industry leading WorkStyle
- Contributory Pension
- Bespoke learning and Development focus/Career progression
- People Framework
- Wellbeing/Health Shield cash back plan
- Life Insurance
- Loads more!

Why work for Ledger Bennett?

At Ledger Bennett you will implement best-in-class marketing solutions and adopt new and emerging technologies.

We are a well-established business of experienced digital marketing professionals working in global teams to deliver data driven solutions to complex marketing, sales and customer success problems.

We are growing rapidly with new offices in London, San Francisco and Chicago established in 2017. Joining us now you will be part of a fast paced and innovative agency and will have a chance to be a key part of this growth.

If you have the skills, hunger, and experience to excel as our Senior Account Director, click [APPLY](#) with your CV.