

LEDGER BENNETT

Account Director

At Ledger Bennett, we strive to help our employees find passion and purpose. We're looking for commercially driven strategic marketers, sales professionals and data scientists to help build the most advanced revenue services business in the world. If you think you could make a bigger impact on your client's revenue than your current job allows then join us to help change the way the world delivers revenue. Ledger Bennett is now looking for an experienced Account Director to join our team. 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.

In this role you would be responsible for:

- Client Leadership – Taking ownership for success and financial growth of key B2B Clients. Developing a deep understanding of our client's market, business model, and business problems in order to serve effectively as trusted advisor and introducing new opportunities accordingly while mitigating risks.
- Project delivery & strategic stewardship – Ensuring all work delivered is flawless, meets high standards and reflects B2B best practices. You will develop recommendations grounded in data and sell strategic, innovative thinking and powerful ideas that meet the client's objectives. Proactively deliver subject matter and strategic expertise services.
- Internal leadership – Managing, growing, and developing a team across capabilities. Instilling confidence and motivating the team to achieve its highest potential.
- Financial management – actively managing financial metrics and health of the accounts. You'd have commercial ownership of your Client Account Group.
- Business growth - seek out cost-saving measures whilst identifying and tracking opportunities for growth within existing client accounts that achieve forecast and growth goals. Have a clear understanding of Ledger Bennett's various services and offerings to identify opportunities that add value and support clients' needs.

Our ideal 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 client lead for a \$1 million plus annual account (preferably a B2B client)
- eCommerce 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, media, content and creative as it relates to lead generation
- Team builder with strong leadership skills; Line Management of an Account Manager

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- Skillful at motivating and understanding various delivery teams while anticipating and resolving any conflict quickly and effectively
- Flexibility to accommodate time zones, remote working and national / international travel when required
- Ability to communicate in a clear, concise and well-crafted manner, with strong presentation, verbal and written skills
- Strong attention to detail
- Knowledge of the following types of campaigns is desirable
- Content strategy & management, Paid media & social, User experience, Web design/development, SEO, User experience, MarTech

What can we offer you?

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

- Uncapped Holiday Allowance
- A matched stakeholder pension plan, up to 5%
- A fully flexible WorkStyle
- A bespoke People Framework to ensure you have the right support, tools, and skills to carry out your role
- Full 4 x salary life insurance
- Choose your own IT, home office equipment
- Free and confidential anytime access to an award-winning Employee Assistance Program which includes, Free counselling, Financial advice, Legal advice
- Corporate Social Responsibility (CSR) activities (In 2021, we are partnering with Mental Health nonprofits to support their goals; involving our team in mental health workshops, wellness Wednesdays, and more)
- Our Health and Wellness cash plan which includes Up to 100% money back for everyday healthcare benefits such as Dental, Optical and Physiotherapy, Children living at home and studying full time covered up to the age of 21 at no extra cost, Access to Ledger Bennett MyWellness, which offers additional services that help you take control of your own health

Why work for Ledger Bennett?

We believe that in the next 5 years Marketing, Sales and Customer Success functions will be replaced with a single Digital Revenue Team offering frictionless, transparent, recurring revenue growth. At Ledger Bennett you will implement best-in-class solutions and adopt new and emerging technologies. We are a well-established business of experienced digital professionals working in global teams to deliver data driven solutions to complex marketing, sales and customer success problems. We are growing rapidly with offices in London, San Francisco and Chicago. So if you have the skills, hunger, and

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experience to be a part of the revenue revolution, then join us as our Account Director, **click APPLY with your CV.**