

# LEDGER BENNETT

## Account Manager

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 Manager 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.

### **What will my new role involve?**

Joining our team as our new Account Manager, you will be responsible for campaign management whilst supporting the Senior Account Manager / Account Director on some of our biggest accounts.

In your new role, you will be required to maintain great client relationships and to help drive organic growth within your account group through effective campaign delivery. You will also be responsible for:

- Campaign ownership and day-to-day management
- Project management, ensuring deadlines are met and timelines are kept up to date
- Campaign estimating and invoicing in a timely manner
- Assisting the SAM/AD in managing the internal delivery teams and their tasks
- Writing detailed briefs for both creative and media activity, ensuring that every brief has SAM/AD sign off
- Ensuring that all project work is up to a high standard and meets the brief
- Ensuring that the agency's service to the client is being delivered efficiently and to the client's objectives and satisfaction

Overall, you will be responsible for ensuring your clients experience the very best service and output from Ledger Bennett through your contact with them and their campaigns.

### **Essential Skills**

Our ideal Account Manager

As our newest team member, you will be able to use your excellent account management skills to ensure that our client's expectations are exceeded. If you are a commercially savvy, proactive, fast thinker, this is the perfect role for you! We are looking for a candidate who has:

- Experience in account management, preferably at a B2B marketing agency
- Sound knowledge of agency processes
- Knowledge in B2B marketing across core disciplines
- Detailed knowledge of digital marketing

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- Strong paid media experience
- Managing campaigns from client brief to final outputs
- Ability to review strategic and creative proposals
- Numerate and financially/business savvy
- Curiosity to develop your analytical and strategic experience
- A creative approach to problem-solving
- Proven experience in relationship building
- Ability to communicate in a clear, concise, and well-crafted manner
- Good interpersonal skills in order to deal with clients and fellow employees
- PC skills – word processing, spreadsheet, email and presentation packages
- Degree level education in any subject desirable

## **What you can expect from Ledger Bennett**

As a leader in Digital Marketing, Ledger Bennett believes in rewarding our team with a generous compensation package tailored to suit them. In addition to a highly competitive salary, we offer a full range of benefits tailored to suit you.

As a fast-growing global business, we understand feedback is important. We take an intentional approach in reviewing these offerings consistently and adjust based on our team's feedback.

## **Benefits**

As our Account Manager, you will be entitled to a 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 non-profits 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

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