

# LEDGER BENNETT

## Account Executive

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 Executive 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:**

As our Account Executive, you'll be trusted to use your top-notch organizational skills to manage the day-to-day of various projects and campaigns ensuring they are completed on time and on brief. We work with some amazing clients across various disciplines, and in this role you'll create lasting relationships with each of them (as well as our suppliers and our internal teams of course). You will be key in building out our new accounts and working closely with our Fortune 500 clients!

### **As our Account Executive, you'll be trusted with:**

- Supporting on new and existing opportunities from initial scope and client onboarding
- Understanding the agency process and working with the senior team to ensure work is on time and on brief
- Managing internal processes consistent with Ledger Bennett's ways of working e.g. Egnyte, Asana, Synergist
- Maintaining and updating project tasks as briefed. Communicates and circulates to all involved teams
- Assisting the Account / Client Services Team with other ad-hoc tasks, such as cost estimates, Asana updates, presentations

### **You're an excellent fit for this role if you:**

- Are enthusiastic about B2B, target markets, industry trends and research
- Build trust-based relationships
- Proactively seek out opportunities to help you team
- Are comfortable working in a sometimes ambiguous environment

### **What can we offer you?**

At Ledger Bennett, we are proud to offer some of the best benefits in the B2B marketing space. As our Account Executive, you will be entitled to a competitive salary, plus a range of benefits including:

- Uncapped Paid Time Off
- A matched stakeholder pension plan, up to 5%

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- 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

## **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 Executive, **click APPLY with your Resume.**