

Job Description

Role: Account Manager

Department: Account Management

Reports into: Heads of Account Management

Responsible for Managing: N/A

About Us

At Dewynters we believe experience is everything. From those we share together at theatres and concerts, exhibitions or sports events, to those we enjoy at home or online, every experience matters. Established in 1872 and based in central London, we're a fully integrated advertising and marketing agency specialising in live events, entertainments and the arts. Key accounts include The Lion King, Disney On Ice, The Bodyguard, Mamma Mia!, The Book of Mormon, Cats, Marvel Universe LIVE! and Chicago.

About the role

We are seeking an experienced account manager to join our passionate 18+ strong account management team. The ideal candidate would join our fast-paced environment with confidence and enthusiasm, working across a portfolio of clients.

Your responsibilities

- Management of a number of assigned accounts with responsibility for a combination of musicals, plays and other events/projects
- Planning and strategy development for shows/events, working in collaboration with members of the relevant account teams
- Coordination of the agency's resources across other departments in the most effective manner to deliver said campaigns
- Ongoing and day-to-day management of the fulfilment of the campaigns, working in collaboration with other members of the account team and across the agency
- Budget management and responsibility for assigned shows/projects
- Continual proactivity on campaigns, developing initiatives and ideas in collaboration with other members of the account team, to provide clients with exciting, innovative and results-driven campaigns, plus exceptional levels of service
- Delegate effectively to other team members
- Evaluation of artwork and presentation of constructive feedback

Your skills/qualifications:

- Proven marketing experience, including campaign planning, budgets and strategy
- Excellent project management and organisational skills
- An understanding of the theatre industry, preferably London/West End
- Outstanding interpersonal and communication skills (verbal and written) together with excellent presentation skills
- Experience in managing and leading an account team
- Flexible working attitude, with the ability to think on your feet and juggle conflicting priorities – a creative problem-solver
- Confident, resourceful and an exceptional decision-maker with excellent presentation skills
- Meticulous attention to detail, the ability to show initiative, enthusiasm and a sense of humour
- A team player, with the ability to work under pressure in a busy and constantly changing environment, whilst delivering a highly professional service
- Effective negotiation skills

Interested?

If you think this job is for you please send your updated CV and covering letter, stating your salary expectations and why you are the right person, to: recruitment@dewynters.com

What can we offer you?

We offer a whole array of benefits including:

- Competitive salary
- 23 days holiday rising to 28 days holiday (includes the Christmas shut-down)
- Flexible working
- Private health Insurance
- Career development and training opportunities
- Enhanced maternity and paternity package
- Life assurance
- Season ticket loan
- Cycle2Work Scheme
- Complimentary theatre/entertainment tickets