

Job Description

Role: Account Manager

Department: Touring

Reports into: Head of Touring

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

As Account Manager you will join our team of 6 reporting into the Head of Touring. You will manage the day-to-day running of the account. Therefore the ideal candidate will be able to build strong relationships with clients and acts as a trusted partner to help achieve our vision. The role may include some travel but notice will be given if this is required

Your responsibilities

- Manage a number of assigned accounts with responsibility for a combination of musicals, plays and other events / projects. You will be the first point of response for all your assigned accounts.
- Planning and campaign strategy for shows / events, working in collaboration with members of the relevant account teams and other departments within the agency as well as marketing teams at multiple UK theatres for venue-specific campaign planning.
- Prepare prospect and client commercial proposals, and present to new and existing clients.
- On-going, and day-to-day management of the fulfilment of campaigns working in collaboration with other members of the account team, across the agency where necessary and with UK venue teams. Delegating to assigned Account Executive.
- Budget management and responsibility for assigned shows/projects.
- Manage the creative brand development of a production with the relevant Art Director.

- 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.
- Support Head of Touring where necessary in liaising with theatres to collaboratively agree ticket prices/gross potentials per production.
- Maintain and develop our reputation for excellent client service and strategic and commercial strength.

Your skills/qualifications

- Proven marketing or project management experience, including campaign planning, strategy and budgeting - ideally gained from a fast paced industry or agency environment
- Excellent project management, administrative and organisational skills
- Outstanding interpersonal and communication skills (verbal and written) together with excellent presentation skills
- A determined, a self-starter, with a flexible working attitude, and the ability to think on your feet and juggle conflicting priorities - a creative problem solver
- Strong numeracy skills, in respect of commercial and data reporting aspects
- Possess meticulous attention to detail and have the ability to show initiative, enthusiasm with a sense of humour
- Be comfortable operating internationally, and across time-zones
- A team player, with the ability to work under pressure, within a multi-faceted team, in a busy and constantly changing environment - whilst delivering a highly professional service
- An understanding of the theatre and entertainment industry
- Strong abilities in using Excel

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 ticket