

Account Director

We're Dewynters, the leading live entertainment marketing agency. Based in central London, we create groundbreaking campaigns that are seen across the world, spanning the fields of theatre, music, arena events, opera, sport, film, comedy and exhibitions.

Clients include the Royal Shakespeare Company, Nitto ATP World Tennis Finals, Les Misérables, Mamma Mia!, The Lion King, The Book of Mormon, Taste London Festival, Ubisoft and Marvel Universe Live! We recently embarked on an international new business drive that has generated clients in France, Germany, Sweden, Asia and The Gulf.

Your opportunity

We are seeking an Account Director to join our passionate 20+ strong Account Management team. The ideal candidate would join our fast-paced environment with confidence and enthusiasm, working across a portfolio of clients and with the Senior Leadership team to increase agency business.

You'll report to the heads of account management.

Your responsibilities include:

- Acting as an account director with senior responsibility for a combination of musicals, plays and other live events / projects
- Senior planning and strategy, working in collaboration with members of the relevant account teams
- Being sufficiently informed and personally involved with the running of accounts, ensuring competent and creative planning, the highest quality of service and a strong client / agency relationship
- 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
- Ultimate responsibility for campaign budgets, billing and delivering a profitable service
- Promoting the expansion of business with existing clients and generating new business leads within the industry
- Ensuring that pitches are effectively planned and staffed with clear management of timelines and expectations, working collaboratively across the agency to deliver this
- Provide account team leadership and support the heads of account management with staff development where relevant on a project-by-project basis
- To support the heads of account management by undertaking some departmental meetings and initiatives

You'll be successful in this role if you:

- Lead and inspire your team, clients and other external partners
- Are commercially and creatively minded
- Negotiate effectively
- Have a persuasive and confident approach to projects; taking charge when necessary, being decisive and building support for decisions
- Delegate tasks effectively
- Evaluate artwork and offer constructive feedback
- Thrive in a fast-paced agency, working across a portfolio of clients
- Are knowledgeable and passionate about our clients and how Dewynters can contribute to their success

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 shutdown)
- Flexible working
- Permanent health insurance
- Career development and training budget
- Enhanced maternity and paternity package
- Life cover
- Season ticket Loan
- Ride to work scheme
- Childcare vouchers
- Champagne and sabbaticals for long serving team members
- Christmas and summer parties
- Complimentary massages
- Complimentary fruit
- Five for Five social
- Complimentary theatre/entertainment tickets