Account Director

**Overview of job**The role is for an Account Director within one of our client services teams and the successful candidate should not only have strong media expertise but also excellent communication and leadership skills. They will be responsible for managing people within the team and be at the centre of ensuring that all our client’s work is delivered to a high standard.

**Reporting of the role**

This role reports into the Group Account Director

**3 best things about the job:**

1. The Account Director will have the ability to directly influence the strategic output for clients within the team and will be at the heart of ensuring that strong media implementation is delivered for all campaigns. You will be central to producing innovative media solutions and directing all stakeholders within the agency, to ensure strong outputs.
2. The role will give the successful candidate the opportunity to manage and train junior members of staff and set clear objectives for them, to help them progress within the business.
3. The Account Director will act as a source of advice for senior clients and can work with all levels in the agency, meaning that you get great job satisfaction from being a pivotal figure on all your client’s business.

**In three months, you would have:**

* Established yourself as the senior day to day contact on your accounts. You will have developed a strong working relationship with the Group Account Director and have implemented ways of working with your direct reports in the team, that ensures they feel supported and are delivering a high standard of work to clients.

**In six months, you would have:**

* Ensured the delivery of successful media campaigns for your clients and seen progression in your direct reports through the traning and support you have given them

**Responsibilities of the role:**An Account Director should:

* Be responsible for all final output being delivered to clients and have an exceptional attention to detail.
* Have a strong business sense and an understanding of the profitable running of each account
* Be a strong strategic thinker
* Have a strong knowledge of all media opportunities
* Identify how future trends will impact media planning
* Develop buying strategies and oversee all buying to ensure best value
* Manage the team, work in a collaborative way and help guide more junior team members.
* Be able to provide regular campaign updates to senior management and clients.
* Have a knowledge of industry media planning tools (DDS, Addynamix etc)
* Demonstrate natural curiosity and challenge planning when required.
* Have a confident and persuasive presenting technique
* Be able to prioritise work, not only their own but the teams as well.
* A desire to deliver award winning work and industry leading innovation.

**What you will need:**

* A proven track record in directing multiple stakeholders to ensure that all client work meets objectives and is delivered in a timely fashion and to a high standard.
* To show that you can manage work flow through the team and show that you can implement working practices and processes to maximise output.
* Be able to supervise all media buying in the team and ensure that best value is being delivered for all clients.
* To be strategically minded and think beyond the obvious to provide innovative media solutions
* To have a keen eye for detail and pass along constructive feedback when required to all stakeholders within the agency.
* To understand the importance of measurement and have a strong understanding of campaign deliverables.
* To understand finance processes and act as a liaison between the account team and the finance team, ensuring that all queries are being actioned in a timely manner.
* To be a team player. We are proud of the team culture we have developed and the Account Director on the team will be expected to help enhance it.
* A positive, proactive and hardworking attitude.
* Excellent written and oral communication skills, as well as the ability to adapt your style for your audience as necessary.
* Excellent organisational skills, meaning you can appropriately prioritise tasks and able to distinguish what’s ‘urgent’ from what’s important.
* Experience of setting objectives for direct reports and mentoring them to success

**About EssenceMediacom**

We are a global communications agency leading with breakthrough thinking, building explosive growth for brands, and helping our clients see the bigger picture. Our daring global network of 10,000 influencers help our clients breach traditional boundaries in media, uncover novel ideas, and unleash exponential growth. EssenceMediacom challenges conventional thinking to build, propel, and supercharge our clients’ businesses at scale and lead our industry in critical areas such as diversity, equity, inclusion, and sustainability.

EssenceMediacom understands that our people are tasked with big goals: building breakthrough growth for brands and leading with breakthrough thinking in our industry. Our people are at the heart of this work because their ideas will enable us to decode the intersections of people, content, and technology to bring our aspirations to life. Our success is down to our eclectic, diverse, and talented people. EssenceMediacom is a place for us to grow our careers and expand our horizons. EssenceMediacom is committed to building an agency culture that supports our people, puts diversity at the forefront of our operations, and creates opportunity for all. This collective culture will be our “new power” where ideas are freely exchanged, and collaboration is actively encouraged in a place where you can innovate in our hyperconnected world.

*At EssenceMediacom we want to****eradicate inequity****. We don't tolerate it and when we see it,****we act****. We attract, support and develop our talent****without bias****and strive to foster the empathy, creativity and diversity of thought needed****to drive******meaningful change****for our people, our clients, our industry and our society. WPP and GroupM have already made*[***strong commitments***](https://www.wpp.com/commitment-to-anti-racism) *to****combat racial injustice****. While we are part of this group, we know we have an****individual responsibility****as an employer and an industry leader to****fight against racism****. That’s why we have pledged the following*[***seven commitments***](https://www.mediacom.com/uk/diversity-inclusion-belonging-charter-for-change)*.*

*Even if you don’t meet all the requirements, that’s okay, and we encourage you to apply anyway to find out more about whether this is the right match for you.*

*Did you know that marginalised groups including women, people of colour and people with a disability are more likely to discount themself for a role if they don't feel they meet every requirement or understand the reasonable adjustment that can be made? This is why we encourage connection and conversation to ensure that everyone has the opportunity and information needed to find the right role, for them. If this role isn’t quite right, you may be the perfect fit for another – so go ahead, apply and find out!*