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£1 85p £1.00 £1.15 £1.20 49p

Account Executive
Liquorice
Jan 2019

Liquorice

As an agency we are focussed on growing strong, lasting relationships, are fanatical about providing outstanding service delivery, and deliver ideas and solutions that work.

In our central Cheltenham location, we house creative minds, from conceptual thinkers to diligent artworkers, an ambitious digital team, client servicing and strategic thinkers.

Through a process of consultative relationship management supported by excellent project management and great deliverables, Liquorice will continue to succeed and grow.

We deliver through the line, from TV to Digital with a consistent, joined up and considered solution to every brief. We have strong values, and our thinking and execution is always rooted in what's best for client.

An opportunity strong relationship builder to join a fast-moving growing agency, located in the heart of the Cotswolds.

Our next Account Executive

Joining the Account Management team will give an Account Executive looking to make their next move the opportunity to work alongside an experienced team in shaping the future relationship of the accounts.

Working across a number of busy accounts including Tesco-owned One Stop, you will have a consultative nature at your core and be focussed on ensuring the retail division as a whole continues to grow revenue and profit, both organically and through new business wins as we continue to deliver impactful solutions.

With a minimum of 6 months' experience in Agency Account Management, you will have a firm grip on the basics – understanding how work flows through an agency, account management 101 in developing relationships, ensuring the smooth running of communication on accounts through status and contract reports. You will be already a capable multi-tasker, well organised and efficient.

As part of the Account Management team you will work alongside our clients to deliver a high standard of work with exemplary delivery of service, demonstrating the partnership and collaboration qualities we value.

Key Personal Attributes

- Highly organised
- Capable multi-tasker
- Efficient
- Strong relationship builder who inspires confidence.
- Collaborative internally and externally.
- Natural problem solver.
- Responsible and accountable for their own and work
- Naturally curious - knowledgeable and passionate about their client's business
- A can-do person who challenges the status quo on a daily basis
- 100% committed to quality and relentless in the pursuit of excellence

We operate in an entrepreneurial environment – and we look for individuals with tenacity, drive, resilience and ambition.

The Role

The Account Management team are focussed on developing strong partnerships through collaboration and providing a consultative service to deliver Agency expertise to our clients.

Being the core relationship managers, the Account Management team lead the direction of the accounts and are focused on maintaining and growing performance.

As an Account Executive you will be supporting an experienced team, being developed with the aim of progressing to Account Manager and ensuring the smooth running of the accounts.

Clear communication, organisation and attention to detail, and doing the basics well are the bedrock for this role.

The Package

- Training and development (currently including team, resilience and high-performance training delivered by former SF operators)
- Basic salary of £19,000 - £23,000 dependent on experience
- Company Pension Scheme
- Annual performance bonus scheme equivalent to 2 months' salary¹
- 5% of Year 1 sales bonus for any new clients introduced
- 20 days holiday plus Christmas closedown (subject to client needs)
- Cycle to work scheme
- Great central Cheltenham location
- Regular social events

¹ 2 months' salary split 25% on personal objectives / 75% on company objectives, pro-rata based on time employed during the year.

Essential Experience & Skills

- Minimum of 6 months' in an agency client services role
- Degree educated, Marketing preferred
- Strong relationship builder
- Highly organised and self-motivated
- Efficient working practices
- Methodical approach to dealing with information
- Effective communicator through phone, VC, email and in person
- Understanding of the agency process
- Confident and resilient personality
- A people person who naturally collaborates and inspires those around them
- Valid Driving License
- Microsoft Office
- Desire to continue to learn and develop

Other Desirable Skills

- Confident liaising at all levels
- Digital expertise
- Finely-tuned organisational skills

How to apply

Just impress us.

Or you could send your CV and a covering email to work@liquorice.marketing or write to us at Liquorice, 9 Bath Mews, Bath Parade, Cheltenham, GL53 7HL FAO Darren Low.

