

A black and white photograph of a baby in a wooden crib. The baby is wearing a patterned onesie and is looking towards the camera. A bright, glowing nightlight is positioned above the crib, casting a large, abstract, blue-white light pattern onto the crib's mattress. The pattern consists of several curved, overlapping lines that resemble a stylized 'W' or a series of connected 'S' shapes. The crib's wooden slats are visible on the left and bottom. The background is dark, suggesting a night scene.

Account Manager  
Liquorice  
2021

## 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 motion graphics masters, 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 have strong values, and our thinking and execution is always rooted in what's best for client.

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

## Our next Account Manager

Joining the team will give a strong client services professional the opportunity to work alongside the senior client services and leadership team in shaping the future relationship of the accounts. You will be a proven Account Executive looking for that next step, or a solid Account Manager looking for a new challenge. You will know how to move work through an Agency whilst maintaining and growing clients through great advice and fanatical service.

Working across a number of busy accounts including a number of consumer health brands you will have a consultative nature at your core and be focussed on ensuring your accounts grow both in revenue and profit.

You can demonstrate a track record in delivering projects, working with internal agency teams, building strong relationships, and providing guidance and support for clients to achieve success.

You will be reporting to the Liquorice Account Director while working alongside our clients.

### Key Personal Attributes

- Relentlessly curious.
- Keen eye for detail.
- The drive and confidence to develop your role.
- Strong relationship builder who inspires confidence and authority.
- Collaborative team player.
- Commercially and creatively astute.
- Capable problem solver.
- Responsible and accountable for their own and others' work.
- A can-do person who challenges the status quo on a daily basis.

## The Role

The Client Service 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 Client Service team lead the direction of the accounts and are focused on maintaining and growing performance.

As an Account Manager you will be comfortable presenting new ideas, developing new opportunities for growth within existing relationships and ensuring 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

- Full-time contract, 37.5 hours per week.
- Location based in Cheltenham although we also have offices in London, Carlisle and Birmingham.
- 33 days holiday including bank holidays.
- Salary of £25,000 - £30,000 depending on experience.
- Company Pension scheme.
- Cycle to work scheme.

## Essential Experience & Skills

- Minimum of 2 years' in an agency client services role.
- Degree educated; Marketing preferred.
- Proven track record of dealing with multiple stakeholders.
- Methodical approach to dealing with information.
- Able to develop and write creative briefs.
- Effective communicator through phone, email and in person.
- Understanding of the creative process.
- A people person who naturally collaborates and inspires those around them.
- Proficient in Microsoft Office.
- Finely-tuned organisational skills.

## Other Desirable Skills

- Confident liaising at all levels.
- Additional digital expertise.
- UK Driving License.

### How to apply

Please apply on our careers website or send your CV and a covering letter explaining why you would be great for this role to [people@liquorice.marketing](mailto:people@liquorice.marketing).

