

JOB DESCRIPTION

Position Title: Senior Account Manager
 Reporting To: Account Director
 Department: Client Services
 Location: FRUKT HQ, London

WHAT WE ARE LOOKING FOR

We're thrilled to be recruiting a superstar Senior Account Manager to join our team. From day one, you'll be exposed to a variety of exciting projects, from global activation toolkits to digital development, as well as video content production. We're looking for someone who thrives working in fast paced environment, capable of running multiple live projects at any one time.

As Senior Account Manager, your role is crucial in taking responsibility for management and implementation across the account, ensuring that they are watertight in the eyes of the client and that you are creating sound relationships with your direct team and clients, as well as the wider agency and suppliers.

Working in partnership with an Account Director, you'll help ensure that all project work is delivered to the highest possible standard, pulling on other agency divisions when needed and deputising for the Account Director where necessary. You'll be responsible for project management and financial reconciliation – ensuring projects are in line with strategic imperatives, delivered on time and in budget.

You should be organised, diligent, strategically savvy, flexible, a natural problem solver, and have the ability to stay cool under pressure. You should have a positive 'can do' attitude that you share with the team around you, providing the basis for rock solid delivery and account planning, whilst priding yourself on high standard project delivery across the board.

KEY RESPONSIBILITIES

- Ability to build a solid, unshakeable relationship with clients, suppliers and partners
- Lead and assist in the creation of strategy and idea development across projects
- Exhibit strong commercial awareness, flawless budget understanding, tracking and reporting to client and agency stakeholders including Financial Director and Account Director
- Manage those for whom he/she is responsible, inspiring loyalty and commitment and maintaining strong motivation
- Working swiftly and proficiently, upholding highest quality standards, within a fast-paced environment
- Gain the Client's respect at all levels and demonstrate an understanding of their business
- Ability to build and maintain strong relationships and command respect with other departments with the objective of getting the best out of the services available while ensuring the resource is used profitably
- Ability to lead creative projects from beginning to end with confidence and autonomy
- Produce quality briefings and ensure the agency produces its best work on time, all the time
- Provide accurate administration and budget allocation across projects
- Ensure that the highest quality of work is produced profitably and within available budget.
- Provide excellent time management on projects with the ability to determine priorities (with the team and the agency)
- Capable of outlining, organising, writing and delivering presentations
- Demonstrate proactive solution-based thinking and delivery
- Able to delegate effectively whilst providing guardianship and ensuring utmost quality control
- Support in the creation and development of new opportunities from existing client relationships.

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REQUIREMENTS

The following are essential:

- Relevant experience gained within a fast-paced creative agency environment, working across similar marketing channels
- Excellent organisational, time and project management skills
- Proven ability to adopt a self-motivated, methodical, problem solving approach to work
- Proven and demonstrable ability to achieve defined goals in a proactive business environment
- Ability to develop strong working and management relationships with staff, contractors and clients at all levels
- Experience of managing/mentoring junior team members
- Demonstrable experience of assisting in managing large, global level budgets
- Exemplary written and verbal skills
- Computer literate with Microsoft Office experience and strong PowerPoint skills
- Excellent attention to detail.

The following are desirable:

- Experience of working within a 'regulated' industry category
- Additional languages to English.

OUR PHILOSOPHY

At FRUKT we believe that everything we see or do can become entertainment. Something to experience, capture and share. It's where these things collide that excites us. It's where they meet up that marketing is at its most successful.

In the olden days, consumers expected to have things presented to them. It was a simple arrangement. Our job – any agency's job – was to make a snazzy commercial and some eye-catching posters. A generalisation, but the end goal was for consumers to see them and buy into the brand.

Now, though, consumers have changed. Well, we all have. People are much savvier, much more aware. Not content with passive interaction (and who can blame us?) if we see something, we want to be able to learn about it, play with it, and view it from more than one place.

At FRUKT we see these interactions as opportunities. A chance to add meaning, to create or enhance a relationship. After all, if you want someone to remember you or like you, it's not enough just to be in the same room as them. You must be part of the action, strike up a conversation, offer them something of value.

For us, that's something to hang on to and be proud of. Something worth getting right. It's also something that everyone in our global network lives and breathes. The last 13 years have taught us that for brands both great and small (and we've worked with a lot), entertainment and passion are the best way to reach consumers and turn them into fans.

Why us? Because we've got insight, experience and creativity. We've turned entertainment into a science – and we have fun doing it. We go beyond ideas and chat – we follow up and act on things. And most of all, we make things happen.

HOW TO APPLY

Please email your CV to iwanttowork@wearefrukt.com

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