



ACCOUNT MANAGER

£24,500 - £35,000 + Commission depending upon experience

Job Description

Passionate about video and digital content?

The role of the Account Manager will focus on developing and maintaining business opportunities with universities and eLearning organisations.

This is a proactive role and you will work within a team using proven marketing tools to generate new business enquiries. We are looking for a results-driven self-starter and you will need to be prepared to roll up your sleeves and take the initiative to drive profitable business growth through new lead-generation. You will have excellent communication and client management skills to actively engage with potential clients.

We are a highly collaborative and integrated organisation. You will be working within the business development team but exposed to all departments across the company. On-going training and mentoring is a given, and the company has aggressive growth plans. As such there are excellent opportunities for promotion and career development for the right candidate.

An understanding of the video production and digital media landscape is preferred, but not essential. Similarly, it would help if you may have experience working in a university or eLearning environment. However it is imperative that you have a proven track record of developing new business in a media, PR or digital content environment. Above all, you must be excited by the ever-evolving video and film landscape, committed to your role, and determined to succeed.

Your skills and attributes will include:

- Proven ability to win, retain and build new business
- Effective account development and management of existing clients
- Awareness of the entire life cycle of the filmmaking process
- Ability to work closely and collaboratively with internal creative and production teams
- Ability to present and negotiate up to board level
- Excellent online, written & oral communication
- Robust organisational ability
- Personal integrity and credibility

Please use our [enquiry form](#) for further details on this position.