

## Account Manager

### Company

We're Dewynters, the leading live entertainment marketing agency. Based in central London, we create ground-breaking campaigns that are seen across the world, spanning the fields of theatre, opera, concerts, music, sport, film, comedy and exhibitions. We are innovators in the application of digital first and data driven marketing strategies to ticketed events.

Our unrivalled creative experience and passion, together with our strategic, digital and data-driven expertise, ensure we always deliver the very best campaigns and results for our clients. Clients include the Royal Shakespeare Company, Nitto ATP World Tennis Finals, Les Misérables, Mamma Mia!, The Lion King, Kinky Boots, The Book of Mormon, Taste London Festival and Marvel Universe Live!.

### Your role includes:

- Managing a number of assigned accounts with responsibility for a combination of musicals, plays and other events / projects
- Being the be the first point of response for all your assigned accounts, providing them with exceptional levels of service
- Campaign planning and strategy for productions, shows and events, working in collaboration with other members of the account team and other departments within the agency
- Preparing prospect and client commercial proposals, and presenting to new and existing clients
- On-going, and day-to-day management and fulfillment of campaigns working in collaboration with other members of the account team and teams across the agency
- Budget management of assigned shows and projects
- Continual proactivity, developing initiatives and ideas in collaboration with other members of the account team, to provide clients with exciting, innovative and result driven campaigns
- Maintaining and developing our reputation for excellent client service and strategic and commercial strength

### Your skills/qualifications include:

- Proven marketing or project management experience, including campaign planning, strategy and budgeting - ideally gained from a fast-paced industry or agency environment.
- Excellent project management, administrative and organisational skills
- Outstanding interpersonal and communication skills (verbal and written) together with excellent presentation skills
- A determined, self-starter, with a flexible working attitude, and the ability to think on your feet and juggle conflicting priorities - a creative problem solver

- Strong numeracy skills, in respect of commercial and data reporting aspects#
- Possess meticulous attention to detail and can show initiative, enthusiasm with a sense of humour
- Be comfortable operating internationally, and across time-zones
- A team player, with the ability to work under pressure, within a multi-faceted team, in a busy and constantly changing environment - whilst delivering a highly professional service
- An understanding of the theatre and entertainment industry

## Interested?

If you think this job is for you please send your updated CV and covering letter stating your salary expectations and why you are the right person to: [recruitment@dewynters.com](mailto:recruitment@dewynters.com)

## What can we offer you?

We offer a whole array of benefits including:

- Competitive salary
- 23 days holiday rising to 28 days holiday (includes the Christmas shut-down)
- Flexible working
- Permanent health insurance
- Career development and training budget
- Enhanced maternity and paternity package
- Life cover
- Season ticket loan
- Ride to Work scheme
- Childcare vouchers
- Champagne and sabbaticals for long serving team members
- Christmas and summer parties
- Complimentary massages
- Complimentary fruit
- Five for Five social
- Friday afternoon wind-down drinks
- Complimentary theatre/entertainment tickets