

Senior Account Manager

Summit Media are one of the top ten online marketing and web development agencies in the UK. We service blue chip and international clients and many household names rely on our company for their digital marketing/technology needs. Over the last eight years, we have achieved an established track record built on referrals not sales and successful multilingual campaigns.

A vacancy has arisen in our rapidly expanding marketing team for an additional Senior Account Manager (SAM) to head up a team of 3 Account Managers. The SAM will be responsible for delivering client marketing campaigns across all channels of online marketing, comprising: PPC, SEO, Affiliates, Email, Media, Site Usability and Social Media.

Responsibilities also include:

- Building and maintaining strong client relationships at all levels of the organisation, through
 - Regular communication regarding performance
 - Formal monthly client presentations
 - Strategic recommendations in-line with your clients strategies
 - Client forecasting and invoicing on a monthly basis
- Supervision of and accountability for a team of account managers, including:
 - Regular performance reviews
 - Team Development
 - Training account managers across all online marketing channels.
- Sharing learnings across clients and accountability for the strategic developments of your clients

The successful candidate will possess the following skills and experience:

- Excellent communication / interpersonal and presentation skills
- High quality work both written and oral
- The ability to lead client meetings
- Ability to lead a team
- Outstanding planning and co-ordination skills
- Thinking outside the box
- Enjoy both strategic problem solving, whilst being a starter-finisher
- Online experience preferred

The ideal candidate should be qualified to degree level, with 2 years marketing and/or team leader experience. This role requires someone who is ready to take a significant step up in responsibility and to drive both themselves and their team forward.

A competitive starting salary will be paid based on qualifications and experience.

The post holder will be based at Townend Farm Media Centre, North Cliffe, YO43 4XB.

Contact with CV and Letter of application: Val Patterson, Human Resources Manager. Email: val.patterson@summitmedia.com Townend Farm Media Centre, tel. +44(0) 01430 875760. Fax +44(0) 01430 875752

