



We're hiring

Account Manager/Senior Account Manager

B2B campaigns for clients in professional services, waste, energy, construction and property.

Location: Cheltenham, with the ability to work flexibly from office/home.

Who & what are we?

We are an award-winning, employee-owned communications agency. We have a reputation for excellent strategic advice, value-adding creative campaigns, and high impact delivery.

We manage corporate reputations; we support businesses through growth, re-structure, and change; and we help organisations connect with each other and their stakeholders.

We have offices in London, Birmingham, Cheltenham, and York. We offer a hybrid working pattern and environment where you will have the opportunity to learn, develop and grow, with structured career development programmes and a varied client portfolio.

As of November 2022, Camargue is a fully employee-owned business. After 35 years supporting clients through their growth, re-structure and change, our future remains proudly independent and firmly in our hands. We work in some of the most exciting sectors in the UK and our teams are responsible for award-winning campaigns.

We strive for an inclusive and diverse workplace that reflects the wider world around us, the clients and communities we represent and the campaigns we deliver. We are committed to providing equal opportunities for all, regardless of gender, marital status, sexual orientation, age, race, ethnic origin, religion, or disability. We especially welcome applications from groups currently underrepresented in our business.

Who and what will you be?

- You'll work principally with our valued corporate and business-to-business clients, unearthing stories and crafting features, case studies, press releases and online content.
- You will have responsibility for driving forward a portfolio of varied accounts simultaneously, backed by an Account Director and the wider team.
- You will own the campaign or project strategy defined in the original programme, leading, and motivating the team to achieve this.
- This pivotal role is the eyes and ears of the team, scouting out issues, opportunities both internally and externally.
- You'll ensure everyone on the account is aware of their priorities, delivers on time, on target, achieving the overall objectives to a high standard of quality.
- You will also work with our consultation and engagement clients on projects that are vital to society, for example new sources of renewable energy. You'll deliver online and in-person engagement programmes with stakeholders and local communities, including producing suites of printed and digital materials and delivering events.
- You'll be contributing to clients' businesses on a strategic level, showing an understanding of their commercial environment and the issues that might affect them.
- You'll have a willingness to work flexibly as required, often under pressure, including travel as needed within the UK for client meetings and events.
- The opportunity to acquire the skills and qualities to build a career with us through promotion to Account Director and beyond.

You will

- Be a key day-to-day contact for your clients, working with them and our teams to deliver successful content campaigns.
- Represent your clients internally to ensure effective creative briefing & delivery of all projects, on time and on budget, whilst managing client relationships & expectations.
- Create client presentations as required.
- Compile budgets and timing plans for clients.
- Ensure creative & strategic excellence across all deliverables.
- Share clear and thorough updates and reporting with clients regularly over email, phone calls and face-to-face meetings, while providing recommendations and expertise at every stage of the campaign.
- Manage the work priorities for yourself and your project team.
- Be able to thrive in a very fast paced environment.

Skills & Experience

- Have between four and eight-years' experience in Public Relations or a closely related field.
- Have successfully dealt with all aspects of a communications or engagement campaign/project, having driven it forward to the point of delivery.
- Adept at turning complex information into fresh, engaging content for audiences including the media, stakeholders, the general public and online.
- Ability to skilfully and sensitively deal with both clients and journalists to negotiate quality positive coverage that helps achieve agreed objectives.
- An interest in and understanding of local and national politics and current affairs.
- Ability to work flexibly as part of a tight-knit team to meet often demanding deadlines.
- Strong spoken and written communication skills, with good presentation, consultation, and negotiation abilities
- Strong organisational and time management capabilities, bringing good business sense and the ability to work to budgets.

Characteristics

- Strong communication skills both verbally and in writing.
 - Strong creativity with high attention to detail.
 - Confidence, tact, and a professional and friendly manner.
 - Great team player with a client-centric focus and possess the ability to build effective working relationships.
 - Good 'people skills', for working with a range of colleagues and clients.
 - A problem solver who is proactive, driven and ultra-organised.
 - Self-motivated and ambitious.
 - Sense of humour.
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What's in it for you?

- Clear progression, training, development & career planning.
- Hybrid working.
- Fantastic, friendly, close-knit team.
- Summer and Christmas socials.
- Employer contributed pension scheme pension.
- Life insurance.
- 25 days holiday allowance + bank holidays.
- Employee assistance programme covering medical, mental, and financial health.
- Private healthcare.
- Electric vehicle scheme.
- Cycle to work scheme.
- **Competitive Salary £32,000 - £38,000 p/a plus benefits.**

Are you in?

We'd love to get to know you so please include an interesting fact about yourself in your application alongside either a video-based application or your CV, covering letter and any examples of work.
