

Account Executive

The Role

If you're ready to make a step up, then we are ready to help guide and support. To be an Account Executive here, you need to be a self-starter with an entrepreneurial outlook. We need our Account Executives to possess energy and enthusiasm to deliver against the business goals. The successful candidate will possess excellent communication skills and be flexible, willing to act on their own initiative to get the job done. As part of the Circus Street account management team, and specifically as Client Engagement intern you will be responsible for supporting the account manager and account director in strategically managing a range of key accounts. Our Account Executives are expected to be the first point of call for incoming enquiries and will help to devise and ultimately deliver a reporting plan from point of launch through to completion of a programme. The Account Executive role will report to an Account Director and work alongside other account management teams, to help facilitate our clients needs.

- Assist the AM and AD in creating bespoke reports
- Become an expert in the field of e-learning
- Construct and deliver communication plans
- Creative in problem solving for your client case
- Deliver a smooth and consistent roll out of Circus Street training
- Goal oriented
- Analytical thinking
- Timely and effective feedback calls with clients

The Person

Educated to degree level, you will be confident, articulate with a good level of intelligence. These will be the foundations that we can build upon to help you become an intrinsic part of the team. You will already have strong written and communication skills, with a real passion for digital marketing and technology. Our Account Executives have a proactive can-do attitude, and a willingness to continue learning. You must be able to display a high level of attention to detail, because our clients will accept nothing less. It will be an advantage to hold 6-12 months previous sales experience, but not essential. A reliable, goal oriented, problem solver will be looked upon just as favourably. We offer a clearly defined career path into Account Management/ Sales for those with the drive and determination to succeed.

- Strong written ability and excellent communication skills
- Passion for digital marketing, technology and transformation
- Defined career path
- Willingness to learn

- Proactive can-do attitude
- High attention to detail
- Exceptional telephone skills (Advantageous)
- 2:1 degree
- A positive team player
- Strong interpersonal skills, with the ability to persuade and inspire clients
- Excellent time management
- Goal orientated
- Problem solver
- Reliable

The Benefits

- 25 Days annual leave
- 4pm Friday finish
- Dedicated wellness manager - Think yoga, nutrition classes, bake-offs etc.
- Fresh fruit & snacks
- Variety of clubs and activities - (incl Run Club and Games Night to name a couple)
- Healthcare
- Pension
- Competitive basic salary with OTE

The Company

Circus Street is an exciting global business that has doubled in size for three consecutive years. We work with the world's leading brands, up skilling their talent and helping them to build and develop digital capability across their organisations at scale.

Specialising in digital marketing, we bring together a faculty of experts, cutting-edge educational technology, interactivity and world-class animation to deliver an unconventional learning experience which is both educational & entertaining.

Using interactive methods to embed learnings across a broad range of digital-related subjects, we focus on delivering the very best learning experience for our clients, which include some of the world's most recognised brands in Consumer Goods, Pharmaceuticals, Retail, Haute Couture, Finance & Advertising.c

Each of our 50,000 users, across 157 countries, can attest to the transformative impact of the Circus Street experience. The team in our UK headquarters in London is currently 90+ members strong, with offices in NYC, Texas, Singapore and Sydney as well. We have grand ambitions to continue our current growth trajectory.

Take a look at our recruitment video: <https://vimeo.com/195957703>