

Account Manager

The Role

This is not your normal Account Manager role, it is so much more than that. Yes, you will be managing a portfolio of clients, and yes, we need people with strong experience of identifying revenue shortfalls with the ability to maximise client spend, but we also need Account Managers with the ability to inspire and partner our clients in their digital learning journeys. You will need to engage with our clients in a consultative manner, as well as take on project management responsibilities to help them implement our learning courses and product developments.

Our Account Managers work closely with a variety of internal departments at FMCGs, working with all levels of seniority (up to C-suite) to ensure that the programmes we deliver are a success. It doesn't stop there, because we also need inspirational Account Managers to lead and develop our Account Executives. If this sounds like you or someone you know, please get in touch as we would be keen to explore if we are the right fit for one another.

- Deliver on revenue targets for your client group via renewals or upselling
- Deliver a smooth and consistent account management roll out - from launch to renewal
- Develop outstanding client relationships with key stakeholders and throughout the portfolio
- Gather regular, effective and relevant feedback to help provide ROI and secure renewals
- Consultative approach
- Creative problem solving for your client portfolio
- Lead and Develop Account Executives
- Project Management responsibility

The Person

Passionate, professional, positive attitude and self-starter are all words you would expect to be associated with a successful Account Manager, but we also need people with Good Bones. What does that mean? It's pretty simple... If you have a respectful and caring attitude towards colleagues, adopt a collaborative and helpful approach towards work, then please apply at the bottom.

We also need to hear from people who have been there and done it for a period of time. Ideally you will have 3+ years of Account Management experience, and a consistent track record of delivering year on year growth. Strong communication and presentation skills that compliment

your ability to analyse data . We use Salesforce, although past comprehension of relevant applications would be great. Any previous knowledge of digital learning would be an advantage, but just as important is a demonstrable history of meeting and exceeding goals. We have a multitude of high profile clients in the FMCG space, so any value that you might be able to add here would definitely be worth a conversation.

- 3+ years of experience in account management
- Track record of meeting and exceeding goals
- Proactive can-do attitude
- Strong interpersonal communication skills
- Previous FMCG experience (advantageous)
- Advanced knowledge of relevant computer applications and Salesforce

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.

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>