

Account Manager, Manchester's Finest

Position: Full Time

Salary: £21-£25k, depending on experience (+ bonus)

Reports to: Directors

<http://www.manchestersfinest.com>

We are looking for an individual with exceptional client-facing skills to maintain relationships and lead campaigns from start to finish. You will be responsible for orchestrating internal resources to ensure client/campaign expectations and contractual obligations are met, as well as acting as the client advocate within the editorial team. From building strategies / media plans through campaign delivery and wrap, this role will be the main client point of contact.

Those applying with a genuine passion for food / arts / culture in Manchester will have the advantage.

The role will be Monday - Friday full time, although flexibility will be necessary as sometimes out-of-hours and weekend work will be required.

This is a unique opportunity to join a well-respected media company with a strong foothold in Manchester.

About Manchester's Finest:

Manchester's Finest is a media platform showcasing the very best in food, events, music, arts and culture across Manchester. We champion independents and provide a service for the betterment of our city's ecology.

We have grown our platform organically over the last 10 years and our audience is made up of people seeking new experiences.

Quite simply put, we strive to be the go to platform for recommendations in Manchester.

Responsibilities & Tasks:

- Day to day account management of multiple clients.
- Build strong working relationships with clients.
- Be the lead on all aspects of a campaign, serving as the main point of contact for clients, sales and execution with internal team.
- Co-ordinate with team to meet deadlines.
- Analyse campaign performance, build case studies and recommend future solutions.

- Create reports.
- Actively generate ideas for clients.
- Oversee production and delivery from team to ensure all elements of a campaign are running smoothly.
- Digest and articulately relay feedback and expectations to client and internal team.
- Proactively troubleshoot internal and external campaign concerns and seek out solutions that cater to both the client and Manchester's Finest's best interests.
- Work closely with sales team on renewals.

Essential Requirements:

- Strong capabilities in brainstorming and creative thinking, as well as the initiative to see ideas through.
- Ability to build good rapport with clients to produce unique ideas.
- Great presentation skills.
- Problem solver.
- Organised and structured.
- Passion for food / arts / culture in Manchester.
- Flexibility and willingness to work out of normal office hours.
- Ability to thrive in a fast-paced, collaborative team environment.
- A desire to help grow our business.
- Minimum 1 year working with a digital media company or digital agency in a client-facing role.

Perks of the Job

- Access to new goings on, first.
- Invites to exclusive events and openings.
- Loads of free food and drink.
- Free gig and festival tickets.

To apply please send a cover letter and CV to careers@manchestersfinest.com

Applications deadline: 1st November 2021.