Account Director

Key Areas of Focus

A fabulous opportunity has become available at Bounty UK. As an Account Director you will be responsible for revenue generation from a patch of clients and new business and for leading and managing a team. You will have the confidence and experience that enable you to grasp and drive tailored 'big idea solutions' to businesses. You will be expected to meet and exceed business revenue targets. In addition you will be an ambassador for Bounty in all commercial situations and seize on opportunities as they may present themselves. Being client focussed and obsessive about their business is a key requirement, thus driving client meetings and Bounty interaction to success.

Key Competencies

- Management skills
- Second to none sales skills
- Forecasting and reporting skills
- Ability to take a creative strategic approach to advertiser's businesses
- Have a creative flair for identifying new business opportunities
- Ability to logically plan strategically across client categories
- Organised and can achieve deadlines
- Able to prioritise
- Excellent communicator & presenter
- Uses a consultative sales approach

Personal Profile

- Able to lead by example
- Confident with a positive 'can do' attitude
- Assertive
- Can perform under pressure
- Supportive and reliable
- Ambitious
- Trustworthy, open and honest
- Commercially focused
- Receptive and resilient
- Adaptable & flexible
- Drive & determination

Previous Experience

Essential

- Media Sales Team Management
- Proven track record of meeting personal and team revenue targets
- Led and motivated teams to consistently achieve against KPIs
- Budget setting and forecasting

Desirable

- Worked in a similar role for an established national media company
- Existing strong contacts – agency and client direct
- Demonstrable track record selling integrated campaigns cross portfolio