

# We're looking for a Client Partner!

## Who are we?

Electric House is a social media agency with a difference – we're a publisher too. We create, produce and distribute shockingly good video content through our social media communities (and beyond), earning untouchable results for our clients.

A career with us is a vibrant one - we're a rapidly growing agency, based in one of the most iconic offices of the West Midlands. And, whilst we may be getting bigger, we pride ourselves on the family-style culture at the heart of our business.

We look for people who want to be a part of that culture, which means people who share our values. We create together, we believe in being passionate and honest, and we always strive to have a consistent positive impact on the business and on the people around us.

Our founder set out to create a company where nobody hated Mondays, or felt undervalued, and we work hard to uphold those principles. 96% of respondents in a recent team survey said they would refer a friend to work with us, so hopefully, we're doing a good job.

If you're looking to be part of something special - something dynamic, and exciting - Electric House could be the place for you.

## The role

We're at an exciting time for the business as we expand our offering (and offices) to the London media industry. Working in a team of three in London (but part of the wider commercial team based in Birmingham), the role has two key aims: To maintain and develop relationships with existing clients and also to actively seek new clients and develop these relationships.

As a Client Partner you will:

- Actively seek new client opportunities
- Manage the creative process for all client campaigns
- Provide ideas and solutions for client campaigns
- Ensure that comprehensive client briefs are provided to the Account Management team
- Ensure that both individual and team sales targets are met
- Support team members in the pursuit of team goals
- Create dynamic and robust client proposals and present these where necessary.
- Develop an understanding of the products and services we can offer and adapt/improve these to meet client objectives.

## The Successful Candidate



- Required minimum of 2 years experience in a sales role.
- A big thinker who wants to be part of and contribute to the growth of a fast paced, expanding company
- Excellent level of written and verbal communication.
- Confident networker, with a strong list of existing contacts across the advertising industry (specifically media agencies and/or brands direct)
- Natural problem solver
- Self motivated
- Highly organised
- Sales focused with a hunter mentality
- Confident speaker/pitch delivery
- Results driven individual
- Excited to work with an Entrepreneurial team
- Able to work in London on a regular basis, willing to travel to our Birmingham head office when required

## The Detail

Salary: Salary Negotiable

Holidays: 20 days per year, plus 1 additional day for your birthday and 1 additional day for your work anniversary

Job Type: Full-time

Start Date: Immediate