



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

The Electric House Commercial Team is pivotal to the Company's success. As a Client Partner, you'll become part of a close-knit team, striving to develop and maintain relationships with existing clients and to actively seek new clients and develop these partnerships. We're at an exciting time for the business as we expand our offering (and team!).

Working in a team of three in London (but part of the wider commercial team in Birmingham), the role has two key aims: to maintain and develop relationships with existing clients, and also to actively seek potential clients and develop these partnerships.

As Client Partner, you will:

- Be proactive and resourceful in seeking out new client opportunities, maintaining a healthy pipeline at all times
- Use your first-class communication skills to build rapport and forge lasting partnerships with existing and prospective clients
- Use your expertise to provide ideas and solutions for campaigns, and help media agencies and brands achieve their marketing goals



- Ensure that comprehensive client briefs are created to support an effective handover to the Account Management team and promptly respond to any queries they may have
- Ensure you meet your individual sales target, and collaborate to achieve the team sales targets
- Present engaging and persuasive client pitches, and be thoroughly prepared to respond to client queries or pushbacks
- Develop a comprehensive understanding of the products and services we can offer, always looking for ways these can be adapted and improved to meet client objectives and achieve the best results

The Successful Candidate

The successful candidate will:

- Have at least two years experience in a sales role, with proven skills in identifying opportunities and providing solutions
- Be a big thinker who wants to be part of and contribute to the growth of a fast-paced, and continuously expanding agency and social media publisher
- Have knowledge of social media channels and how they can be used to to drive business results
- Ideally have existing relationships with WPP and or Publicis agencies
- Be a confident networker, with a strong list of contacts across the ad industry (specifically media agencies and / or well-known brands)
- Be a natural creative, who enjoys brainstorming and is able to work collaboratively
- Have strong written and verbal communication skills
- Be sales focused, results driven, and self-motivated
- Have strong organisational skills, able to move easily between a vast client portfolio
- Be able to travel around central London on a regular basis, and work elsewhere in the UK as required

The Detail

Salary:	Competitive
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.



Based in: London

How to apply: Send your CV and covering letter to kelly@cultureheads.co.uk. We are committed to equality of opportunities and would ask that you remove your name, date of birth, gender, ethnicity, and country of origin from any documents you submit. We just need your phone number to give you a call if your application is successful.