

Account Manager.

Type:	Location:	Start date:	Rate:	Apply:
Full-time, permanent	South Oxfordshire	ASAP	Competitive salary	careers@itsjuice.com



About the role

We are looking for someone who will be responsible for managing and delivering client projects to a standard of excellence, whilst ensuring projects are delivered on time and on budget. You'll be supporting the Account team with new business opportunities as they arise. We'll need you to:

- Play a key role in the day-to-day delivery of client projects
- Set up and lead client meetings (where appropriate), creating agendas, communicating, creating and following up on contact reports
- Take client briefs, working up quotes and schedules where required and support the project management team on delivery
- Develop a trusting relationship with the client and ensure we are always adding value
- Help to educate the client on best practice and creative excellence across all deliverables
- Spend time at client sites as and when required, updating the relevant Juice teams as and when necessary
- Create design briefs when briefing internal creative departments
- Help the team to deliver creative work to a high standard
- Build internal relationships with key colleagues - development, design, video teams, project management etc.
- Ensure the financial health of your accounts is sound, proactively identifying and resolving any issues and escalating these to the Senior Account Manager / Client Services Director when appropriate.
- Report on activities weekly to the client, Senior Account Manager / Client Services Director
- Work closely on new business activity for Juice; and support on your client pitches and RFPs.
- You will have a proactive approach to identifying and initiating business opportunities with new and existing clients.



Skills required

- Account management experience at a digital agency, professional services firm or similar organisation.
- Experience and knowledge of Automotive - preferable
- Experience working on pitch processes working in partnership with the new business team.
- Excellent understanding of the digital arena and how new developments can be exploited to add value to a client's business.
- Successful track record of building exceptional client relationships; necessary capability, presence and professionalism to inspire confidence and credibility with clients and colleagues.

The package

- A competitive salary
- Private healthcare
- Private travel insurance for you and your family
- Employers' contributory pension
- Wonderful working environment, freshly ground coffee, pic'n'mix, fresh fruit daily, table tennis, BBQ lunches & lots more



About Juice

We are a creative digital agency that exists to engage, excite and educate staff, clients and partners. We do this through film, animation, learning and interactive digital solutions.

We are a full-service video, animation and interactive digital company. We make anything that moves (web apps, websites, e-learning, video, animation) and a few things that don't (print, and the occasional board game). We have an impressive client list, including Intercontinental Hotels Group, BMW, Odeon Cinemas and McLaren, all of whom we love working with. And we are happiest of all when our clients come back to us for more.

We 'generally' live in a beautiful converted barn with a fabulous coffee machine in the heart of Oxfordshire, we love the team in the office working alongside each other but are open to discussions around remote working given the current Government guidelines.

If we sound like your kind of place, we'd love to hear from you.

JUICE.