

Deputy Head of Account Management

We're Dewynters, the leading live entertainment marketing agency. Based in central London, we create groundbreaking campaigns that are seen across the world, spanning the fields of theatre, music, arena events, opera, sport, film, comedy and exhibitions.

Clients include the Royal Shakespeare Company, Nitto ATP World Tennis Finals, Les Misérables, Mamma Mia!, The Lion King, The Book of Mormon, Taste London Festival, Ubisoft and Marvel Universe Live!. We recently embarked on an international new business drive that has generated clients in France, Germany, Sweden, Asia and The Gulf.

Your opportunity

This is a rare chance to join one of Europe's leading entertainment marketing agencies at the highest level. You will join the Head of Account Management in leading the team that plans and runs campaigns for commercial and subsidised theatre, musicals, dance and more. You will be responsible for managing and developing twenty people as well as for looking after key clients – which means you will need strong agency experience, leadership skills and a demonstrable passion for live entertainment.

You'll report to the Head of Account Management.

Your responsibilities include:

Acting as an account director with senior responsibility for a combination of musicals, plays and other live events / projects

Senior planning and strategy, working in collaboration with members of the relevant account teams

Being sufficiently informed and personally involved with the running of accounts, ensuring competent and creative planning, the highest quality of service and a strong client / agency relationship

Continual proactivity on campaigns; developing initiatives and ideas in collaboration with other members of the account team to provide clients with exciting, innovative and results-driven campaigns

Ultimate responsibility for campaign budgets, billing and delivering a profitable service

Promoting the expansion of business with existing clients and generating new business leads within the industry

Ensuring that pitches are effectively planned and staffed with clear management of timelines and expectations, working collaboratively across the agency to deliver this

Motivate, guide and support more junior colleagues both within the accounts team and wider agency

Champion the development and career progression of your direct reports, holding regular one to ones, setting and monitoring objectives, identifying training opportunities and conducting appraisals

Quickly identify and address people problems and issues within your team, resolving these problems and referring to the Head of Account Management where necessary

Work closely with the Head of Account Management to set the vision and goals for the department and communicate these clearly

Work with the Head of Account Management to identify resource requirements

Lead on recruitment activities for key roles within the Account Management team

Actively champion our values and contribute to the Dewynters culture

You'll be successful in this role if you:

- Lead and inspire your team, clients and other external partners
- Are commercially and creatively minded

- Negotiate effectively
- Have a persuasive and confident approach to projects; taking charge when necessary, being decisive and building support for decisions
- Delegate tasks effectively
- Are a strategic thinker and problem solver
- Evaluate artwork and offer constructive feedback
- Thrive in in a fast-paced agency, working across a portfolio of clients
- Are knowledgeable and passionate about our clients and how Dewynters can contribute to their success

Interested?

If you think this job is for you please send your updated CV and covering letter, stating your salary expectations and why you are the right person, to: recruitment@dewynters.com

What can we offer you?

We offer a whole array of benefits including:

- Competitive salary
- 23 days' holiday rising to 28 days' holiday (includes the Christmas shutdown)
- Flexible working
- Permanent health insurance
- Career development and training budget
- Enhanced maternity and paternity package
- Life cover
- Season ticket loan
- Ride to work scheme
- Childcare vouchers
- Champagne and sabbaticals for long serving team members
- Christmas and summer parties
- Complimentary massages
- Complimentary fruit
- Five for Five social
- Complimentary theatre/entertainment tickets