



JOB DESCRIPTION

Account Director

Employer	PDV Ltd	Reports to	Group Sales Director
Hours	Mon to Fri 9am - 5:30pm (Full Time) + Flexi-hours also available	Salary	Competitive DOE + Commission
Location	Sunningdale, The Belfry Business Park, 13 Colonial Way, Watford, Herts, WD24 4WH. + Hybrid working also available		

The role

Pitching and winning New Business along with retaining and growing existing accounts. Plus, assisting with the development of the agency offering to add value to our clients.

What you will do...

- Outreach to new prospects or client you already know in the marketplace.
- Understand the needs of a client.
- To engage with colleagues around the business to help create the right package for the client.
- To write detailed and attractive proposals.
- To seek out areas for added value for the benefit of our clients.
- To arrange and attend meetings (virtual or actual) to develop sales opportunities and manage the growth of our accounts.
- To build an effective pipeline and forecast accurately.
- To communicate with the Account Management and our Acquisition teams to ensure that campaigns are delivered within the agreed SLA's.

You are likely to have skills and experience in...

- Experience in a Direct Marketing or data agency environment
- Have the hunger to succeed and be highly motivated
- New business sales experience and more importantly a strong network.
- Consultative sales/account management experience – we want great listeners.



- Ability to build and maintain client relationships.
- Strong negotiation and proposal writing skills.
- The ability to work within a group of people with different skills and outlooks.

Ready to apply?

Email your CV to talent@pdv.agency