

## JOB DESCRIPTION

# Account Director

<b>Employer</b>	PDV Ltd	<b>Reports to</b>	Group Sales Director
<b>Hours</b>	Mon to Fri 9am - 5:30pm (Full Time) + Flexi-hours also available	<b>Salary</b>	Competitive DOE + Commission
<b>Location</b>	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.
- Strive to achieve monthly and quarterly sales targets.

### 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](mailto:talent@pdv.agency)