

SQUAD

Account Director

You're a starter-finisher.

You make stuff happen.

You're super smart and culturally savvy.

You have opinions on the latest sounds, theatre, comedy, crop rotation in the fourteenth century.

You're comfortable at the top table (say, senior management level.)

You want to grow the business you work for.

You've got the nouse and tools to do so.

You sniff out opportunities.

You know that taking a position is a powerful engine for fame, and fame means growth.

You know that a position is only as good as its constant maniacal execution.

So you drive and manage the explosion of client brands and their positions.

You're comfortable leading projects spanning branding, culture, customer experience and marketing communications.

You're a ninja at putting together and managing teams to deliver them.

And you roll up your sleeves and get stuck in too.

A squad needs that.

Every squad needs a captain.

Is that you?

Role

Squad is growing and we're looking for someone to play a key role in the development of the business. We're building a company that partners with leaders to build brands that take powerful positions in the world.

You'll work closely alongside our two Partners as we develop positions strategically and creatively, but the crux of your role will be to lead and manage the explosion of our client's brands across branding, culture, customer experience and marketing communications.

You'll be comfortable with leading projects spanning a range of creative disciplines, with the capability to put together and manage teams to deliver them.

Specifically, you'll be responsible for:

- Handling day-to-day client liaison across all creative projects and develop client relationships to increase existing business – you'll command the respect of a senior client and be able to put an arm around a nervous junior.
- Managing projects and workflow through the business, including: scheduling work with the creative team, booking freelancers and managing external suppliers. Experience of managing projects involving production in a wide range of mediums is important eg film, print, digital.
- Quoting, budget management and forecasting across all clients and projects.
- Building a traffic and account management team to deal with additional workload as the business grows.
- Getting involved in aspects of the agency's business development activity and pitching, working alongside the partners. Experience in tendering would also be advantageous.
- Developing our service offer in an entrepreneurial and innovative way.
- Working with the two partners on the overall direction and management of the business.

Person

We are looking for someone who understands our creative and strategic product, and who can help us deliver it in a more efficient and organised manner with a higher service level. You'll likely have the following characteristics:

- Organised with great attention to detail, capable of instilling processes in the business.
- Personable and fun to work with – both for clients and our people.
- Able to motivate the team around you.
- Capable of juggling multiple projects and remaining calm under pressure.
- A doer. We're a small business where everyone has to muck in. We are looking for someone who can operate at a senior level but who is also willing to get their hands dirty and support others within the business as required.
- Experienced – you'll be someone who can come in and make an immediate impact in the business.
- Passionate about upholding our high standards of strategy and creativity.
- Entrepreneurial – you'll spot opportunities for Squad and our clients, then make them happen.
- Likely to have worked within a top brand, design, advertising or innovation agency.

Package

We're more than happy to consider flexible working arrangements eg part-time, flexible hours – in many ways this would suit us.

Salary will be dependent on experience. We are happy to discuss profit-sharing and equity to ensure you are correctly rewarded for playing a key role in growing the business.