



101 West Hill Road
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e hello@wearequantum.co.uk
wearequantum.co.uk

Job Title: Group Account Director
Department: Client Services
Reporting to Managing director / Client Services Director
Location: Bournemouth

Would you like to be part of something special? Welcome to Quantum

We're an independent brand activation agency creating BIG ideas that work in MANY places.

We create campaigns that change customer behaviour by turning great STRATEGY into tangible ACTION.

Who are we?

We're a team of thinkers and doers. People that understand people.

A challenger brand, working with challenger brands.

We practice what we preach. Creativity. Agility. Impact. And do what it takes to change behaviour.

We make the complex, simple - the theory, tangible - the intimidating, inspiring for consumers, shoppers, and stakeholders.

We turn strategy into action and deliver action wherever it's needed.

Who we're looking for

We need a fantastic Client service professional to lead and grow the relationship with our clients and guide the account team, providing overall direction and long-term growth opportunities.

You will have a birds-eye view on all accounts and will create conditions where others thrive and produce the best possible work. You'll be expected to have a great strategic mind combined with the ability to think creatively and inspire the team around you.

It will be down to you to shape and work closely with your team to ensure clarity on the division of responsibilities and a 'right person, right role' skills-based approach.

Ideally, you'll be a Senior Account director or Group Account Director with some heavyweight FMCG experience and plenty of time working in an agency environment. Whilst that's expected, for us, culture is paramount, so it's your attitude, passion and commitment that will make sure you fit in at Quantum.

VAT number

170283423

Company number

08649805

Registered Office

Quantum Marketing Europe Ltd
7 & 8 Church Street, Wimborne,
Dorset BH21 1JH



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The work is varied and covers an array of sectors and channels. You'll be part of an exceptional client services team, operating at the highest level and working with some of the most well-known brands in the world. You'll have a team of account managers to lead and manage, as well as a brilliant creative team to inspire.

What you need to know

Core objective

- To inspire your clients, colleagues and your wider team. In fact, anyone you come into contact with on a daily basis.
- You'll be a leader with a genuine passion for pushing boundaries and challenging the status quo to achieve exceptional results.
- You'll lead from the front and have a relentless, can-do attitude and a drive to roll your sleeves up, get stuck in, continually learn, and grow.
- You will be able to hold your own at the highest-level client meetings and provide strategic advice where and when your clients and teams need it.

Account Direction Responsibilities

- Strategic leadership is key to our growth and success. You'll have the knowledge, experience and ability to lead and inspire.
- You will be able to motivate your team, helping them grow and develop to be exceptional versions of themselves.
- You will be obsessively organised, able to manage your time along with the time of those around you, and have bags of enthusiasm.
- We don't ever see anyone as the finished article, so you will be expected to continue to grow, learn and develop, honing your skills.

Essential skills:

Relationship building:

- You will be able to build unshakeable relationships with senior clients and stakeholders
- You will be able to command respect by the client at all levels, able to demonstrate an understanding of their brand and business, and build a strong partnership with that client

Financial Management:

- Demonstrate commercial awareness at a senior level, with comprehensive and unquestionable understanding of all budgets inside and out

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- Maximising profit opportunities long and short term, ensuring that the company profit margin target is achieved
- Have the skills to effectively and confidently negotiate budgets at the highest level
- Be commercially aware and profit focused

Presentation skills

- Articulate and confident to lead senior level client meetings and presentations
- Able to sell ideas, concepts and work streams with conviction, enthusiasm, confidence and full commitment
- Able to oversee account workflow effectively, with comprehensive understanding of agency and client procedures and systems
- Have exemplary written and verbal communications skills
- Be capable of outlining, organising, writing and delivering major presentations/proposals

Strategic thinking:

You'll hopefully already know that our clients are among the world's best, and we are super proud of that, but they expect the highest levels of service and advice. The fundamentals of your role will be to become an essential partner and strategic adviser to them, helping ensure that Quantum is an irreplicable part of their team.

To do that you will need:

- A comprehensive knowledge of developing the strategy, creative planning and activation on your clients' business, utilising agency resources to deliver
- A comprehensive category/industry experience – confident and able to deliver market landscape analysis
- The ability to add value to client's business through application of multi-disciplined marketing skills

Integrated experience:

- As a brand experience agency, everyone on the team can create, develop and deliver exceptional brand experiences across a wide range of touchpoints. You'll have a knowledge of all the key channels on both on and off-trade and touchpoints and an insatiable desire to find new and exciting ways to deliver experiences to our audiences.

Relationships & business development:

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Whilst we have a team devoted to new business, as a Group Account Director, you'll play a vital role in the growth of existing and new clients. We expect you to be happy to build new relationships wherever and whenever you can and use any opportunity to further the development of the business. Put simply, you're being hired for what you know, who you know, and what you can do.

Within your role you will be able to:

- Identify initiatives for your client's business
- Build client business to its full potential by securing all briefs
- Proactively initiate briefs that the client has not identified
- Targeting other client product/stakeholder groups and divisions
- Create and generate business outside existing client portfolio
- Able to identify and prioritise the key client business issues to build that business
- Other duties as reasonably required by Quantum

What we can offer you

- A salary of £60-65k depending on experience
- 27 or 30 days holiday per year + 8 Bank Holidays
- Enhanced Maternity and paternity benefit
- Enhanced Sick Pay
- Private Medical Insurance
- Medical Cash plan
- Access to face-to-face counselling sessions
- Employee Assistance Programme
- Access to multiple perks and discounts
- A fundamental focus on wellbeing
- Access to training & development
- Flexible start and finish times
- Socials
- Lots of Little extras

Essential Traits:

Your Attributes

- Polished, professional demeanour, projecting confidence and enthusiasm for the business
- A belief that anything is possible
- A willingness to pitch in and help to get the job done

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- Un flappable ability to stay on top of a range of projects and tasks and consistently deliver high-quality work to tight deadlines
- Exceptional communication skills – written and verbal.
- Strong organisation and time management skills
- Strong IT skills, including all the major office products
- An excellent creative eye and attention to detail

Being part of the family

- You'll need to develop relationships with colleagues to ensure the efficient delivery of projects.
- Work closely with the broader team to ensure the transference of skills and best practice.
- Look for ways to support and inspire your colleagues – being part of a team means looking out for your teammates, pitching in, and taking responsibility.

If this sounds like you, we'd love to talk.

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