

Modern Designers  
First Floor  
22 Lever Street  
Manchester, M1 1EA  
UK  
  
+44(0)61 236 1407  
moderndesigners.co.uk

**Full time, permanent contract**  
**Salary: £35,000 - £45,000**  
**Pension scheme**  
**Manchester + hybrid working**  
**Training development plan**  
**20 days' holiday + Bank Holidays**  
**+ 1 extra day per year of service**  
**+ Christmas closure**

We're a brand studio whose team make beautiful, crafted brands that work. Our clients cross sectors: from flagship placemaking, workspace and residential developments across the UK, to award-winning brands for museums and charities, via tech start-ups, financial and legal companies, global travel brands, and Top 5 universities. What unites our work? Our approach. A commitment to design thinking – research, insight, strategy, problem-solving – and to setting the standards for how brands should look, feel, and behave.

We're now looking for a Senior Account Manager to join our core team of 8 - someone who understands brand strategy, appreciates good design (and high standards), and is curious, driven, and ambitious.

### **About The Role**

This is a key role in a small team. You'll be a real people person, responsible for our major client accounts – making projects happen on time, and to the standards we set. You'll be a highly organised and confident communicator. Strategic enough to spot gaps and opportunities, working to develop business with our existing clients, as well as new ones.

### **Key responsibilities**

Managing a portfolio of clients and projects from start to finish, with the support of our wider team.

Providing project direction, ensuring projects follow our strategy, avoiding project creep, and liaising between clients, our creative, strategy, and studio management teams.

Championing our research-led approach both internally and externally, researching our clients' industries and sector trends, and becoming a trusted advisor to them.

Creating estimates, writing proposals and pitches with our creative Director and strategists.

Using that knowledge to create and deliver client development plans, developing new business/projects with existing clients.

Contributing to brand strategy, and working with the senior team to identify and solve the real problem or challenge at the heart of each client brief.

(cont.)

---

Briefing projects to the studio, setting client/project KPIs and ensuring those KPIs are met.

A brilliant communicator who can delight our valued clients. Taking the lead on day-to-day comms and resolving client/project challenges before or as they arise.

Brand and marketing campaign planning and execution (where needed, with support).

Contributing to our own brand and marketing content, including ideas for thought leadership pieces and case studies.

Modern Designers  
First Floor  
22 Lever Street  
Manchester, M1 1EA  
UK

**Key requirements**

Agency account management / client relationship management experience (min. 5 years).

A demonstrable interest in branding, advertising, design or marketing.

+44(0)61 236 1407  
moderndesigners.co.uk

Relationship management skills, including an ability to negotiate comfortably.

Verbal and written communication skills, including an ability to present / pitch ideas.

Project management skills, including scheduling, workflow and budget management.

Strategic capability, and an ability to problem-solve.

Experience of planning and executing brand / marketing campaigns.

Strong commercial acumen.

**Terms**

Full time, permanent contract

Salary: £35,000 - £45,000 dependant on experience

Pension scheme

Manchester + hybrid working

Training development plan

20 days' holiday + Bank Holidays + 1 extra day per year of service +

Christmas closure

This Job description is not intended to be an exhaustive list of duties. It outlines the main purpose of this role, and its key responsibilities.

**How to apply**

Please send us your CV, with a cover letter that demonstrates how you meet the requirements listed above. Questions? Arrange an informal conversation with our Director, and we'll answer them before you apply. All details to **work@moderndesigners.co.uk**.

**Application deadline: 19th July 2024**

---