

# Account Director

London SE1

Cherry is an award-winning creative healthcare communications agency based in London. We work with a number of the world's biggest pharmaceutical companies delivering award winning work for our clients. We take an integrated, multi-channel and consultative approach to client engagements and we work on numerous exciting brands across a wide variety of therapy areas.

## Who we are looking for:

We are looking for a bright, energetic Account Director to join our close knit team. We work across 5 different rare diseases with 6 life-saving / life-changing treatments. Rare diseases is an incredibly rewarding field to work in because we feel we make a real difference for both our patients and physicians.

## The Role

- Being responsible for client satisfaction through the delivery of consistently high-quality outputs and service
- Working with and coordinating the agency teams to successfully deliver high-quality work that meets or exceeds client expectations, within budget and timescales
- Driving client and brand strategy, influencing these as appropriate and developing an in-depth understanding of clients' needs
- Driving project profitability
- Leading new business development efforts with existing and new clients
- Raising Cherry's profile and develops revenue growth opportunities
- Line managing and mentoring lines
- Leading by example, providing leadership and upholding agency values

## Skills and abilities

- Minimum 4 years' experience working within a Healthcare Advertising agency with at least 2 years as a Senior Account Manager
- Solid understanding of the ABPI and healthcare industry challenges
- Ability to learn quickly + drive work in a fast paced environment
- Excellent problem solving, critical thinking and communication skills
- Accuracy and timeliness in the execution of assigned tasks and detail oriented
- You've got a hard-earned bachelor's degree in a related subject – or the equivalent on-the-job experience and great communication skills
- Personnel management skills- working to develop other junior team members as a mentor
- Ability to influence people without causing conflict
- Flexibility, adaptability, and resourcefulness

## About Cherry

We are a healthcare communications agency - we have 110 full time employees and we are based on Southbank (just next to The Globe!). This year we have been recognised as one of the Best Workplaces in the UK, 2021 by Great Place to Work.

Employee skills development and career progression is a key focus for the agency. We provide ongoing on the job training, and where appropriate team members will be funded to enrol in training courses to address specific development needs. In 2020 we promoted 24 team members and developed and facilitated over 2,000 hours of training for our team. We have 6 monthly formal 360 reviews to ensure continued development and progression and people are promoted on merit.

Last year we developed and launched our CSR, D&I and Wellbeing committee which all team members have the opportunity to get involved in if they want to! This year our CSR team have organised some volunteering days for us all to get involved in helping out the local environment which we're really looking forward to!

We consider ourselves a friendly bunch and we encourage a social environment. We provide drinks on a Friday afternoon, there's also a cake club, a book group, a film club, people go running together, there's tennis in the local park in summer and groups of us can be found in the local bars and restaurants pretty regularly of an evening. In addition to these, we hold seasonal company parties where the whole agency will go out to undertake an activity, followed by a team dinner and drinks.

## Get exposure to:

- Accelerated career progression with the opportunity to work and learn in different client project environments
- A competitive salary which grows as you develop in your career
- Ongoing professional development support, guidance and mentoring

If you feel you have what it takes, please email [danni@cherrythinking.com](mailto:danni@cherrythinking.com) with your CV and salary expectations.