

Senior Account Managers

Bury St Edmunds, Suffolk

**Competitive salary and generous benefits package
depending on experience**

Precision is an established, independent data and technology driven marketing solutions company, on course for our best year to date. As part of continuing growth plans we are looking to expand our account management team, with two new Senior Account Managers, supporting and developing our Precision Connects and Ecommerce business.

Precision Connects is our proprietary software solution, using a combination of partner data, and various data tools for profiling and activating marketing campaigns across door drop, direct mail and e-mail channels. The Connects platform operates extensively across the property sector, and has been white labelled for **Royal Mail, The Labour Party, Belvoir Group** and **Subway**. The role requires great client relationship building skills, an appreciation of the value of data, and the ability to innovate and devise data driven marketing and communication strategies for clients.

Precision Ecommerce solutions provide ecommerce services via various platforms, delivering consumer websites, digital marketing, customer service, warehousing, dispatch and third party logistics. Delivering multi-channel marketing and ecommerce solutions, product launches, events and specialist services, Precision is a leading ecommerce solutions provider in the Healthcare sector, with MHRA WDA licensed distribution capability. The role requires a customer driven approach to 24-7 ecommerce services, developing great client relationships and working closely with our digital and fulfilment teams to deliver excellence for our clients.

Both roles require a commercially minded approach to maximising a portfolio of existing key accounts as well as supporting new business colleagues in pursuing new revenue streams and bringing new clients on board (no cold selling). These are highly varied and hands-on roles working in a dynamic team, delivering quality campaigns for clients. As a team player, you will be responsible for end to end delivery of multi-channel campaigns so you will need to be as comfortable ordering cardboard tubes, specifying digital briefs, and delivering board-level pitches. Success

in the role is defined through client satisfaction and the performance of the accounts you manage.

You will bring a track record of developing key accounts, ideally with significant experience within a marketing or advertising agency environment. Demonstrable expertise in multi-channel and digital marketing is required, together with a positive, can-do attitude.

Working for Precision

At Precision we work hard and play hard. We make sure colleagues have a safe and supportive place to work and we have covid-secure procedures and precautions in place.

The roles are both full time and based at our modern, carbon neutral headquarters in Bury St Edmunds, but you should also be happy travelling to meet and build relationships with your clients and support others when needed.

We have a history of developing our colleagues and like to offer progression opportunities as they arise. We also take a proactive approach to the wellbeing of our teams.

We pay a competitive salary which takes account of previous skills and experience. Full time roles attract 23 days holiday per year (including 3 to be taken between Christmas and new year) plus bank holidays. Generous employer pension contributions and other benefits.

How to apply:

If either of these roles excite you, we would love to hear from you. Please get in touch by sending your CV to recruitment@precision.co.uk