

Job Title: Client Partner

Salary: £55,000 - £65,000, depending on experience

Team: Asda

Dept: Our Media Agency

Company description

Our Media is a leading special-interest content business, based in the buzzing, creative city of Bristol. We're home to market-leading brands in craft, cycling, science and nature, homes and music.

We help our audiences pursue their passions through highly trusted, original content – in print, video and online. Our much-loved brands include BBC Science Focus, BBC Wildlife Magazine, YourHome, Gathered.how, BikeRadar and Cycling Plus.

We also have an award-winning content agency that works with major charities, brands and membership organisations to help them tell their stories and engage audiences better – in print, video, and online.

Position

We're looking for a Client Partner who can build relationships within our client organisation, Asda, to enable the Our Media creative team to produce a content programme that excels in quality, delivers on marketing objectives and expands the scale and scope of work across the account.

As Client Partner you will be part of a fast-paced team in the delivery of a content programme, which currently consists of a quarterly magazine, web and social content. Your role will be very client facing and you will be responsible for ensuring that the client receives exceptional levels of service and creative output. You will oversee the direction of additional projects and account growth.

In your client facing role you will be a trusted partner providing advice that leverages your experience across B2C content marketing. You will forge strong relationships with day-to-day stakeholders, inter-departmental stakeholders

and other Asda agency partners. You will have exceptional presentation skills and feel confident delivering ideas and presentations at C-suite level.

You will proactively seek market insight in their sector alongside the development of a measurement and evaluation programme that enables Asda to make informed decisions and the agency to demonstrate ROI for their work.

Representing your client, you will collaborate with the Our Media creative leads to develop content strategy. Working with your creative team, and the agency directors, you will lead on devising an account plan.

You will run the account P&L and be the lead for driving growth.

Responsibilities

- Ownership of the management and growth of the account P&L
- Reporting and presenting financial reports and forecasts both internally and to the client
- Working with the creative team to establish the right working environment and resources to produce brilliant work for Asda
- Forging positive relationships across the client stakeholders and within Our Media
- Directing projects and ensuring that the correct resources are in place to ensure smooth delivery
- Demonstrate and apply your excellent knowledge in the wider content marketing and media sectors
- Source and share insights that support the work of Asda and the account team
- Produce a high standard of written and presentation materials
- Attending offsite client meetings and photoshoots

A bit about you

Essential:

- Experience of working in an agency environment
- A confident team leader, with the ability to form and maintain strong relationships with clients

- Empathetic but direct; confident in spoken and written communication with the ability to create and deliver effective presentations at C-suite level
- Experience of working with FMCG or retail, as well as multi-media
- Able to operate project management, insight and analytics platforms

Other information

We respect and value differences. We believe that when people from different backgrounds and with different perspectives work together, we can create the most value for our people, readers, customers, and society. If you are excited about this role but your experience doesn't align perfectly with everything listed in the job description, we encourage you to apply anyway, as you may still be a good fit for this or other roles.

We're striving to create a more diverse and inclusive environment and to ensure our content is representative of all our audiences. We have established five internal D&I network groups to help our people feel supported and included, and to provide an open environment for people to network, mentor and exchange ideas, solutions, and experiences. If there is anything we can do to make our recruitment process more accessible for you, please do let us know at recruitment@ourmedia.co.uk.

Flexible and hybrid working

We know we create great things and have fun when we come together in person and collaborate. We also know that working from home brings great benefits in terms of being able to focus on our work, and manage our personal lives around our roles. With this in mind, we have established a hybrid working pattern, with 60% of the working week spent in the office.

Our people also benefit from a flexi time policy, and a flexi location policy which gives everyone the opportunity to work from another location for two weeks during the year.

We are open to discussion about flexible working requests for any flexibility needs not covered by these policies.

Company benefits include

- Pension contribution matched to 5%

- Season ticket loan
- Hybrid working pattern, flexi start/finish time
- 25 days annual leave plus bank holidays, plus Christmas closure, plus your birthday off
- Option to buy/sell up to 5 days holiday a year
- Social committee, regular in-house learning events
- 4x life assurance

Our values

We strongly believe that work is not just about what we achieve, but how we achieve it. We want our people to thrive and develop, and we want to effect positive change in the world.

We have an ambitious and robust sustainability strategy, which includes a zero-to-waste, renewable-energy-fuelled office at Eagle House, the complete removal of single-use plastics from our supply chain, and a roadmap to be fully carbon neutral by 2030.

To put that spirit at the heart of our business, we created a set of values with input from everyone here. Our values are:

- **Be kind**
- **Always curious**
- **Be the best we can be**

Apply today to take the next step in your career with Our Media.

The closing date for this role is 25th November at 5pm, however, we may close the role before the deadline, so please apply early to avoid disappointment.