

WHO WE ARE

Our dynamic team at RadioWorks offer the biggest range of services of any radio specialist in the UK. We're constantly pushing the boundaries of what audio advertising can deliver and we invest in new and exciting ways to enhance campaigns, whilst staying up-to-date with the latest industry developments. We buy across all UK commercial radio stations and digital audio platforms, as well as working with partners across the globe.

We're an employee-owned business, which gives a unique ability for all employees to have a voice to help direct how the business is run.

With a team of experts working together on every campaign, our clients have access to everything they need across the audio spectrum. As well as media planning and buying, Maple Street Creative, Radio Trading Desk and DigitalAudioWorks are all part of the RadioWorks Group, and our specialist knowledge of the industry alongside our passion for producing great audio, means we put together complete audio campaigns that really work.

We are a passionate bunch, very focused on customer service with a huge enthusiasm for the media industry and fully embrace the power of sound. We like to have a lot of fun too, and being located in vibrant, celebrity-filled Fitzrovia, just beside the BT Tower and within close distance of three tube stations, we are perfectly positioned to do so!

THE ROLE

As an Account Director, you'll join our client services team, working with a range of independent agencies and advertisers based in London and beyond.

THE PERSON WE'RE LOOKING FOR

A creative, driven and proactive individual who knows how to deliver an engaging presentation. You'll be passionate about all things radio and digital audio, with an interest in the wider media landscape. You'll be someone who is confident in building and maintaining positive relationships with our clients and media owners.

You'll be a people-person, a creative-thinker and a problem-solver, working collaboratively with the team in order to give our clients the very best advice and provide an incredible service.

OUR VALUES

Creative.

We challenge ourselves to think creatively. Whether it's planning an audio or radio media solution, writing or producing audio content, or a full brand integration campaign, our team of specialist champions, deliver high quality, independent creative solutions tailored to our clients.

Passionate.

About all things radio and audio. We have an all-round love for our jobs and the industry we're in.

Customer Centric.

We have our clients' back. We pride ourselves on delivering an incredible, personalised service to our clients, providing the very best independent and impartial solution for their needs.

Relationships.

Whether it's with clients, colleagues or media owners, our relationships are so important to us. We never take existing relationships for granted and we love building new ones.

We are down to earth, balanced and approachable. We respect each other.

KEY RESPONSIBILITIES INCLUDE

- Full ownership of client relationships and associated responsibilities

- Forecasting
- Business development with both new and existing clients
- Client communication and growth strategy
- Driving your specialism
- Coaching and mentoring others
- Utilisation of CRM
- Delivering KPIs
- Always working in a manner consistent with the Company values, ensuring all dealings with clients, external stakeholders and the internal team are undertaken fairly with integrity and are solution focused
- Carrying out any other reasonable duties that may be deemed fit and necessary by the Business from time to time

If you feel this could be the role for you, then please send your CV along with a covering letter to Jessica Davidson, HR Manager at recruitment@radioworks.co.uk
Or you can write to us at: RadioWorks 36-40 Maple Street, London, W1T 6HE

Applications for this vacancy will close on 4th February 2022 – no agencies please.