

Account Director – (maternity cover FTC – Manchester)

You are: Brave, Expert, Spirited and Thoughtful- The behaviours that DCM lives by.

You have: Understanding and experience in the media market and sales operations. A desire to deliver exceptional service and results for advertisers and agencies. A passion for Cinema and Film.

You will be: Driving revenue within our regional team and working collaboratively with all departments to deliver first class service both internally and externally.

We want: You to consistently look for new and innovate ways to increase long term growth of cinema within AV, sponsorship teams and across key clients. You to be passionate about the growth of the regional DCM operation.

We will: Provide you with excellent support from the London Managing Partners as well full support from the DCM London operation.

We deliver: Competitive salaries, market leading bonus structures and unlimited cinema trips!

Main Responsibilities:

- Deliver revenue in accordance with set targets and agency trading parameters.
- Deliver first class service to media agencies and clients.
- Negotiate business within portfolio to maximise return.
- Identify new sales opportunities as well as building on existing relationships to develop the customer base.
- Consider ways to raise the DCM profile in the regional market through marketing events and activations.
- Organise and attend cinema evenings, hospitality events, presentations, workshops and meetings with agencies.
- Raise the profile of cinema as an advertising medium.
- Develop good working relationships with relevant agency and industry personnel.
- Gain understanding of each agencies objectives and the objectives of their clients.
- Accurate administration of weekly sales figures in terms of booked business and forecast projections.
- Ensure accurate set up and monitoring of booked campaigns.
- Build understanding of cinema trading parameters and marketplace.
- Appreciation of the wider media market.
- Passionately present the case for cinema to agencies and clients.
- Proactively inject fresh ideas to benefit the DCM Sales Operation.
- Develop the Agency Exec/ Agency Assistant (not yet hired)
- Embody the values that DCM prides themselves on.

The Person:

- Passionate to develop their career and thrive at DCM.
 - Excellent communication and presentation skills.
 - Be able to demonstrate strong analytical and numerical skills.
 - Demonstrate ability to work under pressure and meet deadlines.
 - Motivated to learn
 - Able to work under their own initiative
 - Highly personable and enjoy working in a team.
 - Self-motivated with a forward thinking mentality.
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About DCM

We're an equal opportunities employer and we treat all job applicants and employees in the same way, regardless of their sex, age, race, ethnic origin, sexual orientation, religion or any disability.

All decisions on recruitment, selection, training, promotion and career management will be based solely on objectives and job-related criteria.

We strive to create an inclusive and fair culture where everybody feels able to be themselves and empowered to achieve their best.

Contact Details:

To apply for this role, please send your CV and cover letter to:

careers@dcn.co.uk