

the7stars

Account Manager

About the7stars

the7stars is unlike any other agency. The distinction started the day we launched in 2005 when we named ourselves after a pub, but more importantly when we made a promise that we were going to do things differently.

And this commitment has stuck with us. It guides how we work, how we think and how we treat one another and can be expressed in a single word.

Freedom.

Our Freedom philosophy lives across our entire business from people, product and planning. It means we plan & buy media how we want, develop careers how we want, take holiday when we need it, invent tools when we need them, give people a platform to speak up, question and express themselves freely - but more importantly it has allowed us to create an amazing place to work.

We have a unique working environment and open structure which encourages personal development through client contact, team work, training, exposure to all media and internal teams – and a “sky’s the limit” approach to your growth within the agency.

In 2024 we have achieved our 12th year in a row as a Sunday Times Top 100 company to work for and in 2023 were awarded Campaign’s number one media agency to work for accolade for the second year running.

the7stars is 300 passionate media people that are able to focus purely on creating great work for our clients. Clients such as Bensons, Cunard, Nintendo, Tapi Carpets and Papa Johns. UK focused, we also operate within an agile global network of like-minded friends, extending our client portfolio into Europe and the US.

If thinking freely and with integrity is your bag, then the7stars is an agency you should meet.

The Role

You will be joining one of our 7 client teams, who, like the rest of the7stars challenge themselves to deliver bespoke strategies for their clients. Your clients will have a focus on Retail, Logistics and Governmental industries but each one has a different operating practise. Within the mix there are clients who will need you to think smart and act fast, and all of them expect us to do the right thing for their business.

Your role will be at the heart of each of the accounts you work on. You will be responsible for keeping across everything happening – the money being spent, where, when and how so your ATD will be second to none and you’ll be a self-starter who’s looking for client accountability.

As well as working directly with the client you’ll have a digital first approach to planning but also well versed in offline media so you’ll need a good working knowledge of AV, radio, press and OOH.

You will be part of the account management team, making sure the clients love working with us and that we are delivering outstanding work for them.



Key Responsibilities:

- Being a key day to day contact for clients – helping to maintain a strong working relationship and ensuring they are kept up to date with all activity on the account
- Obtaining briefs from clients + working with relevant the7stars teams to create client responses
- Using industry tools and client insights and data to pull together channel implementation recommendations
- Presenting recommendations to clients alongside media plans
- Building out audiences using TGI and YouGov Profiles as well as working with data and insights to create more sophisticated segmentations
- Liaising across all other specialist teams at the7stars to ensure best practice implementation across all plans
- Monitoring campaign performance whilst active; coordinating this with channel teams and updating clients on performance throughout the campaign
- Coordinating and collating central account management documents such as year plans, finance tracker for the use of the wider team as well as being the main client contact for any and all account queries
- Excel skills at an intermediate level are ideal (pivot tables, functions etc) you will create plans and reporting analyses using this
- Building and maintaining relationships with key media owner and external partners and being confident in negotiating the best opportunities for your clients with them
- Sharing best practice work with the wider agency – e.g. in company meetings, case studies, website, social etc
- Active member of the7stars leadership teams
- Participation in the7stars wide initiatives, including Values Weeks
- Getting involved with relevant pitches + new biz leads
- Working alongside sidebar teams + specialists at the7stars to upskill self (understanding data, insights, strategy, digital etc)

Requirements

- 4-5 years' agency side experience working as a media planning or similar position
- Experience in online and offline media planning and/ or buying, and be a quick learner who enjoys developing their expertise across more platforms.
- Someone who lives and breathes media. You'll be coordinating across all channels so a real passion for understanding what you're working with is a must.
- You will have a working knowledge of the full media landscape.
- You'll be a 'practical' person - a 'doer', someone who rolls up their sleeves and gets the job done. Someone who is self-motivated, willing to take on new challenges and can prioritise work and deliver to a high standard.
- You will have excellent time management skills and the ability to multi-task working towards key deadlines in a fast-paced environment.
- We're an agency built on culture and collaboration – to build this you will have great interpersonal skills, be confident speaking to teammates, clients, 3rd parties, and media owners - politely & positively.
- You will be a keen problem solver.



- You will have great presentation skills and the ability to effectively communicate information and strategic ideas both written and verbally.

Benefits

- Unlimited Holiday
- Gym Membership
- Private Healthcare & Income Protection
- Free Breakfast & Fruit
- Company Bar
- Childcare Vouchers and Excellent Maternity/Paternity/Adoption Leave
- Pension
- Cycle to Work and New Tech Schemes

Apply if you want to...

- Join the largest independent, free-thinking, fast-moving media agency in the UK
- Have the freedom to grow your career at pace
- Have the freedom to design a flexible approach to your working life
- Be challenged to learn and grow every day
- Join a business that does more than just media – that gives 5% of its profits back into the community
- Be part of a culture that encourages creativity, entrepreneurialism and most importantly of all...fun

the7stars is committed to creating a diverse environment, where employees feel empowered to share different ideas, perspectives and experiences in a collaborative and creative work environment. Equality and inclusion are at the heart of our culture. All qualified applicants will receive consideration for employment without regard to age, disability, gender reassignment, marriage and civil partnership, pregnancy and maternity, race (which includes colour, nationality and ethnic or national origins), religion or belief, sex or sexual orientation.

