

the7stars

Planning & Client Leadership Business Director

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, teamwork, training, exposure to all media and internal teams – and a “sky’s the limit” approach to your growth within the agency.

the7stars is c300 passionate media people that are able to focus purely on creating great work for our clients. We have a bespoke and inspiring working culture, operate a flat structure without job titles and encourage an entrepreneurial attitude where you get out what you put in.

We are looking for people who:

- Get excited by the solution, have ideas and are passionate about the ability of communications to make a real difference to businesses.
- Believe in their ideas and have the business acumen to stand by them and back them up.
- Are committed to delivering excellent service to clients, understanding how their business operates, and what is truly important to them.
- Look forward to growing with an agency and taking on board the responsibility that comes with that growth.
- Are entrepreneurial at heart and are looking to do the best work of their careers.
- Are tired of the cumbersome and rigidly structured nature of the network media agencies.

The Role:

This role offers an exciting opportunity to join one of four planning teams as a Business Director, leading overall planning and client management for an important new client – Greene King.

Your focus is to deliver brilliance across media planning and client servicing across this client’s portfolio. You will be responsible for the entire account team output, including cross-agency disciplines. You will lead and coach the team to deliver accurate, timely and thoughtful work that ultimately drives your clients to a better place.



Key Responsibilities

- Your knowledge of your clients' business is second to none; you identify development areas for our continued client business partnership.
- Write, present, share and lead the progression of the Client Development Plan annually.
- You build strong working relationships with your clients and are the first escalation point for client queries. You have a genuine passion for your client's business and industry.
- Orchestrate the collective agency response - partner with Strategy and the Insights leads to develop best in class comms and media strategy for each of your clients.
- Accountable for ensuring the highest quality of client plans, continually striving for improvement through innovation, strategic direction, and robust effectiveness frameworks.
- You are able to present the agency planning framework and ethos and train up your team members in this thinking and its application.
- Guide the media planning team to deliver plans which effectively deliver the strategy
- Deliver and encourage proactive thinking to share with senior clients to exceed their expectations.
- Work in partnership with Strategy to develop big picture knowledge sharing work which is tailored to your client's needs e.g. future trends, market & category updates and ambition sessions.
- You have strong commercial acumen and identify new sources of business growth.
- Support contract development and re-negotiations using the CPD.
- You are responsible for the training and development of the team ADs as part of the team succession planning.
- You pinpoint opportunities for award entries, finessing the entry with the wider team and you encourage great results from the outset.
- Drive excellence in planning across the wider team at the7stars by actively sharing guidance and expertise.
- You actively participate in and support leadership of agency new business pitches



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Benefits

- Competitive salary
- Uncounted holiday
- Discretionary performance related Summer profit share & Christmas bonus
- Flexible & hybrid working
- Personalised training plan & access to coaching
- Wellbeing days
- Flexible pension plan through Royal London
- Optional private medical insurance (Vitality) & cash back plan (Medicash)
- Work from anywhere up to 2 weeks each year
- Paid for gym membership
- Enhanced family friendly policies
- Personal finance advice & support
- Life Assurance & Critical Illness cover
- Income protection
- Profit share scheme (after 3 years' service)
- Electric vehicle scheme
- Nursery partnership
- Tech & Cycle to Work scheme
- Season ticket loans & expensed Railcard
- Company bar
- New Business Bonus eligible in your first year as a the7stars employee

Talk to us if you want to

- Work with the largest independent, free-thinking, fast-moving media agency in the UK
- Be surrounded by a diverse team of talented thinkers, who love the work they do
- Have the freedom to design a flexible approach to your working life
- Be challenged to learn and grow every day
- Work with 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, entrepreneurship and most importantly of all... fun

Please don't consider us if

- You need a lot of handholding
- Thinking big isn't your thing
- Challenging yourself isn't something you want to do

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.

