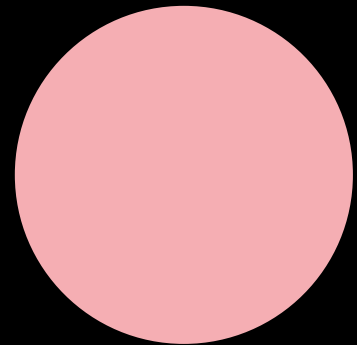
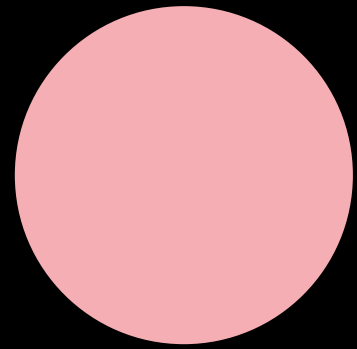


May 2024

Savanta UK

**Role Specification:
Associate Director |
Account Management**



Classified: Private

Location: London

Business Area: Client Development, Media &
Agencies

Reports to: Senior Director/VP

The Role

Associate Director, Account Management | Media & Agencies | London

This position sits within the UK Client Development team, with a focus on our Agencies and Media clients, working with clients such as Creative Agencies, Marketing Agencies, Media Agencies, Management Consultancies and Media Buyers amongst others.

Our Client Development team is at the heart of our business, collaborating across Research and Operations to drive new business and growth from existing accounts. We're a successful, fast paced team who support each other, drive improvement, and enjoy what we do.

We're proud to consult, advise and challenge our clients, providing them with the best data and insight solutions to make lasting improvements to their business performance.

As an Associate Director in our fast-paced and dynamic Client Development team you will take ownership for a given territory and associated revenue targets.

Working independently - whilst having the confidence to reach out for support as needed - Associate Director lead client relationships, focusing on service excellence and growth opportunities. Collaborating closely with our teams, as well as external suppliers, you will apply your knowledge, expertise, and commercial skills to support clients in better decision-making.

We are looking for people who have a 'can-do' attitude, enjoy working in a fast-paced environment, are confident in dealing with clients and applying research and industry knowledge, as well as being responsible and accountable for revenue targets.

In this role you will have responsibility for:

Commercial and Client Account Management

Overall

- Higher revenue targets and territory responsibility Associate Directors have clear alignment with, and influence within, a vertical, area and / or product strategy and an increasing level of influence both internally and externally

Clients

- Has extensive experience across a range of proposals, clients and projects with the ability to build on learnings;
- Ability to solve more complex client problems and create bigger opportunities;
- Ability to tailor and deliver pitches to elevate proposals

Commercial

- Ability to produce detailed and realistic account plans with clear actions;
- Ability to realistically price projects at scale and deliver accurate forecasting;
- Ability to evidence consistent success outcomes including increased share-of-wallet, breadth of delivery;
- Involvement in wider team STAP (account) planning

People & Team

- Is a positive role model for the team
- Proactively shares best practice across the team, identifying ways to improve how we work
- Opportunity to have Career Management responsibility of senior execs+, ensuring they have appropriate objectives and are supported in their roles
- Mentoring and training members of the team on key skills

- Involvement in recruitment and interviewing process of juniors
- Meets company expectations and fully embodies Savanta values
- Involvement in internal initiatives/projects

Personal Development/ Profile at Savanta

- Developing internal (team and business) and external profile through networking
- Increasingly recognised as a trusted advisor to colleagues (RIC, Ops, Client Development and wider business) with the ability to influence senior, as well as junior, members of the team
- Confident in delivering all aspects of the Savanta portfolio (relative to role)
- Demonstrates how deliver insight via internal reporting
- Has a positive internal impact beyond core role, e.g. through Career Management, wider company initiatives
- Leads internal team initiative (supported where required by more senior members of the team)

About You

An Associate Director is a senior team member responsible for managing clients and the personal development of others.

Associate Directors demonstrate consistent portfolio growth and delivery against higher revenue targets, whilst developing strong reporting, forecasting and client management skills.

Strong Associate Directors lead by example, driving best practice and building wider stakeholder influence. Increasingly seen as trusted advisors they are confident in delivering all aspects of the Savanta portfolio (relevant to role) and training more junior members of the team in key skills.