

Account Manager

We have an opportunity for an experienced and creative self-starter with excellent client management skills to join the team as Account Manager. The ideal candidate will be passionate about experiential marketing, activations and events and creating client proposals and delivering great ideas for clients.

Davis Events Agency is an award winning and growing independent Irish firm that works with international blue-chip companies, global brands and government agencies in Ireland and overseas destinations including UK, Switzerland, Portugal, Spain, USA, France and China.

You will manage world class clients' activations, events and projects from proposal stage through to on-site management and final debrief. Reporting to the Senior Account Manager and leading a small team of account executives the ideal candidate will be hard working, enthusiastic and passionate about all things events!

The ideal person must have:

- Great Communication skills both verbal and written
- Creative Flair – skilled and experienced producing creative proposals
- Project management and planning skills and be well organised
- Relationship development ability – a people person
- Passion for Experiential Marketing Campaigns, Activations and Events
- Financial / Budget management skills
- Negotiation skills
- Strong Results Focus

Roles & Responsibilities

- Manage a small team of account executives and production team
- Balance busy schedule, manage clients & projects simultaneously
- Carefully manage event & project budgets
- Create proposals & present engaging & creative pitches to potential clients
- Nurture and develop client relationships

- Plan and manage execution of all aspects of activations, projects and events from initial proposal, idea and concept to on-site management, logistics and final debrief/ reporting
- Research and develop creative concepts for events
- Bring new and exciting ideas to the table
- Manage and negotiate with suppliers, venues and artists
- Work with print & design teams to deliver client branding requirements
- Social media, website management and email campaigns.

Requirements

- Must have 3 years' agency experience
- Third-level qualification in either Event Management, Marketing, Digital Marketing, Hospitality or similar
- Full clean driving licence
- Positive, can-do attitude and dedicated to going above and beyond

A bonus, but not essential

- Digital Marketing & Social Media Skills
- Experience in using WordPress
- Photography, Video, Photoshop, InDesign skills or similar

Benefits

- Bonus structure
- Opportunity for fast progression & promotion
- 22+ days holidays a year
- Fun and inclusive work environment
- WFH / Remote or City Centre Office Location
- Get to work with world renowned brands
- Get to travel internationally on events for clients
- Excellent salary package & bonus depending on previous experience

We are proud at Davis Events Agency to be an equal opportunity employer. We want to help everyone find their place in the world. So we celebrate the diversity that different individuals contribute.