

Account Director - Brand Activation and Events

| | |
|--------------------------------|---|
| Remuneration: | negotiable cost-to-company |
| Location: | Johannesburg, Sandton |
| Education level: | Degree |
| Job level: | Senior |
| Own transport required: | Yes |
| Travel requirement: | Occasional |
| Type: | Contract |
| Reference: | #OLCAD1 |
| Company: | Offlimit Communications |

Offlimit Communications (OLC) one of the most vibrant TTL agency in SA, is looking for a talented, hardworking and passionate account director to join this fast-paced agency.

We have contractually acquired within the last 12 years very exciting and powerful brands such as The Coca-Cola Company, Pernod Ricard, Premier FMCG, McCain and many more.. to keep leading in the TTL space.

We're searching for a strong all-rounder who will be responsible for producing exceptional TTL campaigns for OLC's clients. The candidate selected to join the team will be required to deliver exceptional client service, have thorough knowledge and knowledge within FMCG and a solid experience of TTL space.

Responsibilities

- The prime responsibility is to head up the execution of the campaign, manage the budget, facilitate production requirements and ensuring all deliverables on the account are met.
- Control budget and expenses of the campaign.
- Coach staff on professional conduct, brand and industry knowledge, best practice and job-related skills.
- Set up and manage customer's profile as well as develop potential customers.
- Participate in the development of the company's strategy plans.
- Identifying potential opportunities to increase business activities.
- Cooperate with other departments to fulfill assigned tasks.
- Create harmonious working environment, train and mentor staff and motivate all team members to perform efficiently.
- Explore and analyse market trends and identify new opportunities.
- Work on requirements requested by senior management whenever required.
- Incorporate company procedures and policies in the operations of the business unit.
- Monitor and review project activities and ensure its completion within scheduled time and budget.
- Manage business activities focusing on financial and strategic growth of organization.
- Drive overall running and have daily follow-ups with the team on the projects.
- Drive strategy and creative of the assigned projects.
- Exceptional client service and management is essential to a fluid execution.
- Take care of new business, i.e. driving pitches, assisting the strategy team, working closely with the creative team in developing the client's concept.
- Ability to harvest new business both with existing clients and obtaining new clients.

Requirements:

- Strategic thinker and a keen manager.
- A keen eye for precision and attention to details.
- Responsible individual towards his/her work.

- Excellent administrative skills.
 - Strong leadership.
 - Strong client service skills.
 - Strong financial acumen.
 - Strong planning and execution skills.
 - Strong negotiation skills.
 - Trade marketing experience is essential.
 - FMCG experience is essential.
 - Deadline-driven and work effectively within a pressurized environment.
 - Ability to think creatively and out-of-the-box.
 - Superb interpersonal skills.
 - Solution driven.
 - Excellent command of English, both written and verbal
 - Hard-working and eager-to-learn attitude.
 - Willingness to travel.
 - Experience within the IMC process
- Offlimit Communications: www.offlimit.co.za

Remuneration: Neg dependent on experience

Province: Sandton, Johannesburg

Education level: Degree preferable

Job level: Senior

Type: Account director

Please note, experience in brand activations is imperative - please do not apply if you do not have the relevant experience.

Company Description

Offlimit Experiential (OLC) is a leading through the line agency that puts high engagement and buzzworthy content & experiences at the center.

Posted on 10 Aug 15:46, Closing date 9 Oct

Apply by email

Jerome Cohen
jerome@offlimit.co.za

Or apply with your Biz CV

Create your CV once, and thereafter you can apply to this ad and future job ads easily.

APPLY