

EVOLVE

Evolve OOH (part of the Talon Group) is a global outdoor media agency, whose vision is to create a business that evolves the OOH medium through pioneering, results driven tools, team experience and a passion for creativity.

Evolve aims to nurture and develop its PEOPLE. We promote CREATIVITY, whatever form that may take to allow our people to flourish. We embrace ACCOUNTABILITY for our work; providing all the DATA we need to make good decisions. Crucially, giving our people AGILITY to react and provide our clients and suppliers with the best-in-class service we pride ourselves upon.

CLIENT DIRECTOR

Job Purpose:

As Client Director you will hold overall responsibility for client accounts, ensuring that all client business is managed effectively. Your responsibility will cover OOH planning & buying across a variety of clients and agencies whilst overseeing day to day client business and team management. Your ability to manage, maintain and build business will be crucial to the development and strategic direction of Evolve OOH.

Roles & Responsibilities:

- Working with Managing Partner to set individual client KPIs and strategies, ensuring these are met and driving sales across the business;
- Managing a team of client managers and overseeing their own day-to-day management;
- Finding, building and developing new OOH relationships with clients, agencies and suppliers;
- Being able to drive forward and forge key relationships both globally and locally;
- Producing proposals and presentations for clients, to land new accounts;
- Directing and managing multiple plans in multiple markets concurrently;
- Ensuring clients receive accurate planning information and campaign statuses in a timely manner;
- Monitoring client satisfaction at all times and ensuring a high level of customer service internally;
- Developing meaningful and collaborative revenue-driving relationships which drive enablement and awareness for Evolve;
- Compiling and maintaining accurate budgets and forecasts for senior management;
- Resolving client and campaign issues quickly, as and when they arise;
- Helping to build, maintain and utilise planning tools; ensuring that all data and information is up to date and that the wider team are equipped to assist;
- Coaching and supervising the team on projects and troubleshooting, whilst constantly evaluating individual performance;
- Working with Managing Partner to compile and maintain accurate budgets and forecasts for senior management;

Knowledge & Skills:

- Extensive OOH planning experience and market knowledge;
- A solid understanding of the UK & International OOH landscape and established relationships with Media Owners;
- Degree educated or equivalent professional experience;
- Experience in OOH, DOOH strategic planning, programmatic buying and creative optimisation;

- Exceptional commercial acumen;
- First class relationship management skills; with the ability to communicate across all levels, both internally and externally;
- Strong people management skills and the ability to maximise a team's potential through ongoing motivation, evaluation and development;
- Versatility to work and travel across multiple markets;
- Strong presentation skills and both strong knowledge and skills of Microsoft Office software.