



Overall responsibility for communicating campaign performance to key clients, equating to approximately £500,000 media spend per month, and disseminating vital information and actions back to the Rocketer operations team.

**About Rocketer:**

Rocketer are an insurtech advertising specialist, with headquarters in London and offices in Manchester, Barcelona, New York, Chicago and Cape Town, we are able to service insurance clients on a global scale. To date, we've worked with over 70 clients worldwide, and using our proprietary technology platform, have originated sales for home, auto, health, life and pet insurance.

We are an official Marketing Partner of Facebook, and maintain our proprietary advertising technology stack for the deployment of our clients' campaigns. An average client invests six-figure media budgets with Rocketer each month.

Rocketer has built an enviable reputation with clients, with clients scoring us on average 9/10 on performance and service. Both Facebook and the insurance industry regard Rocketer as being the market leader in this vertical.

We are proud to have built a very open culture, with a flat hierarchy, where the views of all staff are respected.

We are looking for a highly motivated Client Services Account Director to join our team of experts located in our Manchester office. Applicants **must** be willing to commute to our Manchester Ancoats office.

### Job role and responsibilities:

- Weekly call preparation and delivery
- Liaise with Facebook on key accounts
- Attend relevant Facebook conferences/training sessions in London and Manchester
- Quarterly Business Review preparation and delivery (UK)
- Quarterly Business Review preparation and delivery (USA and Canada, including stops in cities such as San Francisco, New York, Chicago, Toronto, and Montreal)
- Support long term growth/cross-sell/up-sell for given clients
- Sales support as expert input on new business calls
- Weekly reporting to the senior management team
- Develop relationships with key stakeholders across the client organisation
- Position yourself as an extension of the client's marketing team
- Facilitate introductions to new members of our team within each account, driving account performance and ensuring that KPIs are met and exceeded
- Lead strategic campaign planning and deployment.
- Take a long-term approach to performance and growth, identifying and facilitating cross/up-sells
- Planning and forecast modelling

### What we are looking for:

- 5+ years of online advertising experience. Facebook-specific experience most valuable, but not essential
- High-level Microsoft Excel skills
- High-level Microsoft PowerPoint skills, and an accomplished presenter.
- Expert written and verbal communicator
- Expert at liaising directly, and regularly, with clients on projects
- Magnificent project managing own and client tasks to successful completion

### **Why you should join Rocketeer:**

- Flexible working hours
- Regular training and conference attendance at Facebook's offices
- External training
- 25 days paid holiday
- Clear advancement path for internal promotion
- Ancoats based office with Friday Beers (last Friday of every month) and plenty of free in house activities (yoga, running club, Pool Table, PlayStation).

### **To apply:**

Email us at [recruitment@rocketeer.com](mailto:recruitment@rocketeer.com)