

Job Description - Senior Account Manager/Account Director – Stakeholder Engagement and Public Consultation

Job overview

The ideal candidate will be someone who can confidently lead the delivery of public consultations on behalf of clients across the property, energy, infrastructure and housing sectors.

Alongside the core consultation skills and experience, we are looking for someone who also can support client activity linked to the regional and national political agenda. This will include being involved in PR, political engagement, and stakeholder relations.

Alongside client delivery, they will support directors with client and business development work and manage more junior members of the team including Account Managers and/or Account Executives.

Key responsibilities

- Plan and implement public consultations and stakeholder engagement projects from setting the strategy, delivering the activity, and evaluating the success.
- Provide trusted consultancy and advice to clients.
- Combine creativity with knowledge of the regional political and stakeholder landscape to execute successful planning consultations and engagement campaigns, making use of PR, digital and creative as appropriate to maximise reach and engagement.
- Proactively managing relationships with key clients and acting as a main point of contact on accounts you are responsible for.
- Demonstrate impact through timely reporting, analysis and evaluation of activity.
- Manage multiple consultation and engagement projects consecutively, using appropriate tools and techniques to ensure all work is completed on time, on budget and to a high standard.
- Identify and execute opportunities to develop and grow accounts.
- Play a leading role in the development and delivery of new business opportunities
- Actively build your network – online and offline - to promote Social and secure new leads.
- Draft thought leadership and expert commentary on behalf of Social on topics such as regional devolution, placemaking, transport infrastructure

Skills

- A self-starter, with the ability to work independently, while maintaining team role
- Confident with clients, providing sound advice that's guided by an understanding of their objectives and knowledge of what works well.
- Commercial awareness.
- Excellent writing skills and ability to adapt style for different audiences

- Ability to build relationships internally and with clients, at all levels
- Exemplary project management and time management skills
- Credibility in providing strategic counsel to clients and senior stakeholders