

Key Account Manager

We are EScO.

- We provide quality services to professional publishers and we do it really well
- We work with some of the UK's most well-known publishers
- We've been alive and thriving for over 30 years
- We're renowned experts – high quality, high standards
- Our people are everything. If you're successful, we're successful.
- We encourage and reward hard work whilst aiming for the best work/life balance for every member of our expanding team

As a **Key Account Manager**, you'd be responsible for the management of a key client account dealing with paid magazine subscriptions, free circulation and event databases, all held and maintained on the EScO system. The role requires excellent communication and organisational skills coupled with an in depth understanding of customer data to enable translation of our client's business needs into technical solutions.

Your Duties

- To be the go-to contact for your client. To build and grow that budding relationship <3
- To run and check regular processes, such as issue runs and renewals
- Analyse and select data using FastStats (previous use would be fab but not a deal breaker)
- Project Management - using in house systems, quoting and invoicing
- To really get into the nitty gritty & understand how our client's data drives their subscriptions and marketing campaigns
- Communicate and coordinate successfully with internal teams and 3rd party companies

Who are you?

- Enthusiastic & motivated
- Experience in data management/analysis (cleaning, formatting, reporting)
- Diligent, conscientious and super organised
- Excellent inter-personal skills, flexible & passionate
- A strong problem solver with exceptional attention to detail
- Able to dissect & translate client requirements, briefing in solutions for execution
- Have your own transport due to our beautiful rural location (car, bike, pony and trap, all modes accepted!)
- Fluent in the Microsoft office suite (in particular Excel and Access)
- Quick to learn new databases & software systems
- Excellent command of the English language

Why EScO?

- Superb career development; with opportunities to progress within a growing company
- A comfortable annual leave package incorporating a day of birthday leave and an early finish at Christmas
- A wide range of benefits and discounts all beautifully packaged within a Perkbox subscription
- Excellent working environment (modern, purpose-built office setting with the peace and space of the countryside)
- Extensive training both now and in the future to encourage and facilitate professional growth
- An attractive salary package based on experience and current skills
- The team. Simply. The. Best. (www.esco.co.uk/people)
- We're an Investors in People company - our people are important to us. If you're successful, we're successful

Hours...

- Monday to Friday, 9am – 5.30pm (40 hours per week)

What next?

Send us your CV with a bit of blurb explaining why you'd like to become part of the fab EScO team, and why you believe this is the job for you to: Clare Gill, HR Manager, email address: vacancies@esco.co.uk

