

Are you our new

Account Director in the Data Products/Services team

The account management team at YouGov sits across our Data Services and Data Products offerings in order to provide our clients with the research methodology that best meets their specific and unique insight challenges. It is a fast-paced team and we operate in an ever-changing environment, working collaboratively across multifunctional teams to create insight solutions that not only deliver success for our clients but also inspire us all to continue to be at the forefront of data-driven innovation.

What will I be doing?

This specific role involves working with the UK's largest media agency networks to embed YouGov's dynamic and up-to-the-minute insights data into their strategic media planning function, and as such we are looking for someone with a deep understanding of a media agency environment.

You will lead on creating the strategic direction for your accounts, therefore developing a thorough understanding of your client's business and sector is imperative. You will be able to identify innovative solutions for your client's challenges and have the confidence to put forward well thought out opinions and recommendations.

You will need to be confident, naturally proactive, and have an entrepreneurial spirit that enables you to be comfortable selling in new, innovative and creative solutions to your clients. You will have a proven track record of growing revenue from your accounts by spotting opportunities, actively making approaches to your clients, and realising this into additional revenue.

What do I need to bring with me?

You'll have experience within a media agency environment and more specifically in an insight and strategic planning role within a media agency, along with an in-depth knowledge and understanding of the UK media landscape and a broad knowledge of industry research and analytics tools. You will have significant experience; currently working at Account Director level as the client's main point of contact, with a proven track record of building successful relationships with your clients that serve to retain and grow your accounts.

A couple more things...

This is a full time role (37.5 hours a week), based at our London Head Office in super-cool Old Street. Our [candidate info pack](#) will tell you all about our company benefits and what our work culture is like – have a read!

Don't forget to check out our [website](#) and here's a [client testimonial](#) to watch.

P.S. If you've read this and realised that the role isn't for you, could you recommend someone you know?