



Job title: Account Manager  
Reports to: Managing Director  
Location: Bristol / Hybrid  
Full time: Yes, (flexible ideas encouraged)  
Salary: £32,000-35,000 depending on experience

How apply: Tell us your story along with your CV  
Send to: [hello@makethebreak.co](mailto:hello@makethebreak.co)  
Before: Friday 24 May 2024

### **What's this all about?**

Make the Break is a specialist B2B Business Development and Marketing agency in the renewable energy niche.

All of our clients are technical businesses (either software or consultancy) in and around the design, development, construction, and operation of renewable power.

We are proud to say we are not a full-service agency. Our focus is on helping our clients with the marketing and BD strategy and how, together, we can best execute those plans to help them achieve their goals.

Make the Break is becoming a known brand in the energy supply chain. Since early 2020, we have been supporting clients on the journey to professionalise their go-to-market. We have defined who we are and how we help. We've built a reputation, and now is the time to bring in more resources to help us grow further.

And it almost goes without saying we welcome people who have a shared passion to have a role in helping solve the energy crisis. The planet is getting warmer, and collectively, we need to bring innovation to help change the future of the next generation.

## **About the role**

We're looking for an experienced Account Manager to join our small but growing team. The role will entail working across our portfolio of renewable energy clients and is the ideal chance to get involved with client campaigns and work in an agency while it is still in its early days, helping shape our own growth. We would expect this person to lead a small number of existing retained accounts and assist with in-house brand marketing.

This is an Account Manager role with a focus on quality over quantity. We are our client's outsourced marketing department, and it is our responsibility to help them deliver on their business objectives. We would bring you in to support commercial pitches. After all, you are going to be the face of Make the Break with these clients.

## **About you**

The ideal candidate would have at least three years of B2B agency marketing experience. We envisage you as someone who would be comfortable taking on the lead role on client accounts and being a credible liaison between clients, team, and freelance resources.

Because of the nature of our work, covering both BD and marketing strategies, we are also interested in hearing from people who have moved from new business into account management roles. Understanding B2B new business processes would be an asset in advising our clients.

Our agency is a little over four years old. We have developed workflows and processes across G Suite, Slack, Monday.com, Canva, etc. We are particularly keen to bring someone in with agency process knowledge who can whip our set-up into shape. We know how important that is going to be over the next couple of years of growth.

## **Full time, part-time, office, hybrid or remote?**

We're a flexible employer, and we encourage discussion. This could be a full-time or near full-time role, and core hours can be agreed around real-life commitments. The current team is based near Bristol. We have an account with Desklodge, so if you'd like co-working in town, that is available. Equally, if you prefer to work more at home, that works, too. We value a little bit of regular face-to-face time, and we hope you do, too.

## **Desired skills**

- B2B marketing strategy
- Marketing campaign management
- Content marketing strategy
- Comfortable with B2B channels, selection, execution, and measurement
- Events marketing
- Campaign reporting
- Be that credible person working peer-to-peer with clients
- Solid agency person - help us improve our processes
- Possess commercial acumen, spot opportunities for account growth
- Knowledge of Slack, HubSpot, Monday.com, G-Suite, Canva
- Familiar with WordPress and simple web analytic tools
- Attention to detail

## **What's on offer**

- £32-35k salary, depending on experience
- Flexible working
- Laptop Windows or Mac, you choose
- Option to have a pass for co-working space
- Ace team to work with
- 28 days plus bank holiday allowance
- Be part of a growing agency, joining early
- Build your career in renewables

## **Please, at this stage, no recruitment agencies**

Hey, we love what you do, but for the moment, we are going down the direct route. Please respect our decision. Thank you.