



GROUP ACCOUNT DIRECTOR

Yakusan creates unforgettable experiences that generate content, conversations and contagion. Whether it's idea generation, integrated campaigns, event management, experiential activations or amplification – clients come to us for our expertise, passion and creativity.

Based in Surry Hills, Yakusan is a boutique, market leading brand experience agency that specialises in the premium/luxury sectors. No two projects are ever the same; we take a bespoke approach with every detail considered, giving our clients unique campaigns to bring their brands to life.

Experiencing continued business growth; we are seeking a highly proactive and results driven Group Account Director to ensure we are consistently delivering beyond our clients' expectations.

Reporting into the Managing Director, the GAD will be a senior member of the Yakusan Exec team, leading and mentoring the client service team and fostering strong existing client relationships.

This will involve working with the MD and Client Service team to lead on the generation and development of new business with existing and new clients. The GAD will also work closely with the MD & Exec team to shape and evolve agency offering and integrated services.

Management of the Client Service team and client accounts, productivity management and planning will play a huge part in the GAD role, so we're looking for someone who can jump between the big picture and the finer details with ease. Ensuring that client timelines are driven internally is essential, while making sure that solutions and communication are tailored to each client's specific needs... with a little bit of Yakusan style.

We have strong professional and personal relationships with our clients, and are passionate about their brands and the work we do with them.

Our GAD will be highly proactive and up for a challenge, supporting our awesome clients to work upstream on their business and obtaining future briefs, overseeing the effective project management of live projects and ensuring that agency revenue targets are hit. Relationship building, problem solving, proactive resource planning and the ability to adapt to shifting demands and priorities will be one of your strengths.

Our dream GAD will have a minimum 6-8 years agency experience in senior account service roles with proven success in hitting agency revenue and profitability targets, with strong commercial acumen. They will be a well presented, confident leader and communicator who is at the forefront of industry trends, runs with opportunities and enjoys creating them. Someone who loves having fun on the job with both their clients and their team, whilst delivering market leading activity ... our cultural fit is super important to us.

We are looking for a leader who shares our values:

- Craftsmanship
- Bravery
- Vibrant
- Magnetic
- Collective
- Entrepreneurial

A strong understanding and history working on alcohol brands, with broad experience in leading fully integrated campaigns, brand experiences, events, content and the experiential space is essential to be considered for this role.

The company is in growth and the role has significant scope for career and personal development at the Client Service, Exec and Company leadership levels. The right person will have strong leadership experience and qualities, and the aspiration to run a market leading agency alongside an entrepreneurial MD.

This role is full time and you may be required to work outside of traditional work hours during peak periods.

Only Australian permanent residents or long-term Visa holders need apply need apply. Due to current business demands, only successful applicants will be contacted.

Enough about us, what's your story....?

If you love a market leading small-medium size agency environment, enjoy working on inspiring brands with a group of talented individuals and you think this role sounds like you, send your CV and covering letter to people@yakusan.com by Sunday 3rd of December 2017.

We are ideally looking for December/January commencement to start the very exciting 2018 year together.