



Fisher Account Director London

We are Fisher

We create events that surprise, delight and inspire.

Accredited with many of London's most renowned venues, our Royal Warrant attests to our rigorous attention to detail.

With over 34 years in the industry, Fisher have earned a reputation for delivering exceptional results for our clients, whatever it takes. From Fashion to finance, parties, conferences, global brand launches and billionaire weddings, Fisher make it happen.

Your purpose

This is a senior management role, responsible for growing profitable Fisher business with new and existing clients using brilliant relationship skills.

Do you want to raise your game to manage, lead and develop a team of dedicated Account Managers?

Are you looking for a fresh variety of clients where no two jobs are ever the same?

Could you use your experience in creative, pitching and production to help hone the team's skills and add incredible value across the whole business?

If you want to be directly involved and a key influencer in the future of Fisher as we launch our new strategy and client offering, this could be the role for you.

All about you

We're looking for at least six-eight years' experience of event planning and delivery at every scale and someone who has been closely involved in pitching for new business and building loyal, trusting client relationships.

Here's some of our 'love to haves' for this role...

Excellent commercial acumen, recognising opportunities to grow business and ideas to help make it happen.

Ability to communicate clearly and simply.

A can-do attitude and problem solver bringing fresh ideas to the table.

Won't wait to be asked, take initiative and inspire the team to do the same.

Analytical, able to manipulate data and interrogate budgets.

Your first 12 months

In amongst the day job, here are the big priorities for the first 6-12 months in the role.

Business Development. *Entertain, inspire, workshop and engage with our top tier clients and venues.*

Live Work. *Review how we deliver for clients. Raise the bar, add value back and drive profitability.*

Winning Business. *Help roll out our new pitch process, push boundaries and blow clients away.*

The day job in detail

Here are a few more fundamentals for the role.

Working with Account Managers to develop and implement strategies for each client and Venue. Focus the team on understanding client brands to build robust relationships and add commercial value to secure their future business.

Ensure all events are delivered on spec, on time, within budget, and at or above client expectations. Enhance Job Profitability, qualify jobs effectively to prioritise more lucrative jobs and focus on pitches with the highest chance of conversion.

Maintain margin by establishing and implementing effective quoting and budgeting processes. Ensure all jobs are costed and resourced effectively using freelancers as necessary. Implement time-sheeting to ensure resource time is charged effectively to the client.

Lead, coach and develop the Account Management team to enhance productivity and results, working closely with other Account Directors to build a cohesive and flexible team.

Work closely with Client Service Director and Marketing to undertake competitor analysis, define target markets and build strong agency branding. Fully adhere to Fisher's ISO systems and procedures and contribute to their development as required.

Work and play at Fisher

We live and work by our values; Reliability, Excellence, Creativity, Sustainability, Innovation and Fun. We are a passionate team with a vast array of talent from creatives and producers to production managers, set designers, stylists, copywriters and technical geniuses.

Our team are immersed in the industry and take creative inspiration from everything around us from art, design, fashion, nature, technology, science, history, trends and any experiential or must-see experience we can get in to.

As a member of the fisher family you will be part of all this...

Fun, fast paced, vibrant workplace in South London.

Culture club; opportunity to pitch for £200 every month to spend on a unique personal experience.

Inspire and share at tip of the week and supplier showcase sessions.

Fisher renowned venues party, freelancer barbecue and venue promos galore.

Welcome drinks, seasonal parties, sports days and games nights.

Competitive salaries, 4% pension, discretionary bonus scheme.

Perkbox shopping discount card across travel, cinema, food and drink, insurance and fitness.

25 days leave, life assurance and Employee Assistance Programme.



How to get the gig

If this sounds like the opportunity you're looking for, please email your CV to lucyw@fisherproductions.co.uk.