

About Us

SevenEvents is a creative events agency with a global reach. We are experts in helping clients communicate and engage audiences through live and digital event experiences.

With our head office in Mayfair London and a further office in Birmingham, we offer a full range of event management services, including full production management, incentive travel and virtual events for a wide range of corporate clients. We are a fast-growing and dynamic agency with a talented team of event experts with a wide range of skill sets that create a dynamic and successful mix.

SevenEvents are part of the wider SevenCapital group. The SevenCapital group are constantly adding to their portfolio investments, which currently includes property, events, travel, hotels, media and property interiors.

Facts

- 15 years in operation, with offices in London and Birmingham
- A team of creative minds and problem solvers
- 100 years combined industry experience
- Robust and experienced supplier network, offering scalability
- Industry award winners and part of the EVCOM board

sevenevents.co.uk

Our Values

Creativity Considered creativity underpinned by process

Flexibility A personalised and flexible approach that is tailored to client needs

Passion Committed to the best client experience to ensure lifelong partnerships

Family A boutique agency with dedicated project teams built around client requirements

Pride We implement a thoughtful and deliberate approach to drive results

Responsibility We act with honesty, with integrity, and thoughtfulness.

Benefits

- Hybrid working
- Team away days, socials and annual company off site
- Fam trips and overseas events
- 25 holidays, plus bank holidays and additional days for lieu days accrued
- Workplace pension scheme
- Agile and approachable management team

Account Manager Role

We are recruiting for an enthusiastic and pro-active Account Manager to join our sales team. Drive to bring new opportunities to the business is a must.



The role will involve working closely with both the Account Management team and the Project teams on new and existing projects, with time spent on developing new opportunities with the aim of establishing new clients and events for the business.

Applicants should have:

- At least two years events agency experience in a client facing role
- A pro-active approach to finding new clients and introducing them to our agency
- A demonstrable record of success in an Account Management role to date
- Contributing to sales strategies by assessing client needs and analysing feedback
- Experience of developing account plans and managing client relationships
- Excellent communication skills to develop relationships, address client concerns and resolve any conflicts that may arise
- Experience of delivering sales pitches and presentations to prospective clients
- The ability to monitor client budgets, explaining costs or expenditures and discussing contract terms where necessary
- The ability to negotiate and close business contracts with existing and new clients
- A 'can do' attitude, who shows initiative to assist with proposal and tender writing and go the extra mile
- Strong organisational skills and a creative approach to working alongside our project team on briefs and proposals

To fit in with our culture you will:

- Be a true team player who embodies the values of the SevenEvents team
- Continuously demonstrates honesty and integrity
- Be passionate about the event industry and always looking to widen your knowledge through training, networking and research
- Be flexible to travel for international events and work out of office hours onsite
- Be passionate about supporting your peers and overcoming challenges, always offering engaged and considered feedback
- A commercial mindset with a track record of maximising the profitability of events
- Have a strong work ethic, masses of enthusiasm and the motivation to become an integral part of an expanding business

Want to join the #dreamteam at SevenEvents

Apply by sending your CV and covering letter to: info@sevenevents.co.uk

