

PRODIGIOUS.

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JOB DESCRIPTION

Position: Senior Production Account Director

Department: Client Services

Start Date: April 2024

Prodigious London is an award-winning production studio, part of a globally connected company with 3500 production experts across 40 countries worldwide. We are proud makers and we make amazing stuff – from CG animation to DOOH, to print and live action TVCs. We work closely and collaboratively with our agency partners (Saatchi & Saatchi, Leo Burnett, Publicis-Poke) and our direct clients.

Our mission is to deliver excellence in craft with innovative problem solving at our core.

‘We make ideas happen’ and we do this whilst caring relentlessly about our work, people and future.

We care about our work: craft, creativity, ambition

We care about our people: support, trust, playfulness

We care about our future: innovation, growth, sustainability

About the role

We are looking for a highly knowledgeable and trusted client lead to run the direct-to-client Vodafone account at Prodigious. You are the key point of contact for our Vodafone clients and agency counterparts and will represent the retained and internal production teams at Prodigious. This includes being responsible for ensuring projects are delivered on time, to specifications and within budget, whilst maintaining excellence in craft and output. Reporting into the Global Operations Lead, the Senior Account Director will lead a core, retained production team and will be responsible for the operational and commercial success of the account.

As a brand-new account at Prodigious, you will have the opportunity to define the ways of working, build on existing relationships with our creative counterparts and grow the new relationship with our Vodafone clients. We

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are looking for someone who is solutions focused with the mindset that all problems can be overcome.

As someone with extensive experience in production and a passion for advertising and marketing, we are ideally looking for an individual with telecommunications experience and a solid understanding of retail clients. The retained team will be focussed on the Demand Generation part of the business and therefore a solid understanding of an 'always on' style account will prove advantageous. Our commitment to our clients includes considering new and innovative production techniques to drive efficiencies, therefore an understanding or a passion for innovative production (e.g AI and automation) is important. The successful candidate will possess a fully integrated production background from CGI, shoot production, motion graphics, digital asset creation and print production.

Responsibilities

- The key day-to-day client lead, responsible for managing the relationship through 'bigger picture' strategic thinking and a focus on delivery.
- Oversee the retained team ensuring on-time delivery of all projects, foreseeing and overcoming problems before they are escalated.
- Interrogates the production process and drives optimisation where necessary.
- Understanding the client's needs and ensuring they are met.
- Leads regular client statuses, drives communication, tracks project/yearly scope and manages expectations accordingly.
- Partners with the wider Prodigious client service, production and finance teams to ensure a smooth running of the account, appropriate resource allocation and commercial success.
- Fosters a positive team culture that drives collaboration, trust and communication, ensuring all team members feel accountable for timelines and deliverables.
- Ability to manage and navigate multiple, complex end to end projects.

Core experience and skills

- A solid in-depth understanding of Demand Generation workflows across digital, print, social & OOH.
- A broader knowledge across wider production disciplines from CGI, shoot production, motion graphics, sound, retouch, design and artworking.
- Experience working with creative teams and an understanding of the creative process.
- Adept at broader scoping discussions as well as project budgeting.
- Knows how to challenge, influence and protect work when needed.

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- Has the ability to provide direction and clarity on projects when needed.
- Possesses expert judgement on when to engage and manage different stakeholders and departments.

Individual attributes

- A motivated, passionate self-starter.
- A leader who takes pride in owning both client and partner relationships.
- A role model to the department and the business as a whole.
- Excellent communication and presentation skills.
- An ability to build positive and solid relationships across the board.
- An acute listener who knows when words need to turn into actions.
- Humble mastery of their respected fields.
- Someone who challenges the status-quo and is always looking to improve things.

Diversity and inclusion is a core part of who we are at Prodigious London. We're committed to building an inclusive culture that encourages, celebrates and supports our wonderfully diverse employee group – whatever their age, gender identity, race, sexual orientation, physical or mental ability or ethnicity. Diversity and inclusion doesn't just fuel our creativity and innovation, it brings us closer to our people and audiences. We will continue to strive to create a culture and environment where everyone feels empowered and more importantly comfortable enough to bring their full, authentic selves to work. We are committed to providing reasonable adjustments for employees with disabilities and for candidates in our application process. If you need assistance or adjustment due to a disability, please contact us.