

Account Manager

piqniq.

Refreshingly intelligent media

We're a media partner creating change and setting a new standard. We work with brave brands and ambitious agencies ready to redefine how their stories are told. Independent, progressive, and founder-operated. We combine expertise with a refreshingly human approach to help brands grow.

We're data-driven and packed with personality, blending IQ and creativity. We plan, buy, and implement campaigns that connect brands with audiences in smart and effective ways.

Born from a desire to break free from outdated norms and be the change we wanted to see, we're a new kind of agency: progressive, inclusive, and founded on equity. We've created a nurturing culture where diverse perspectives and brave thinking can thrive. Where everyone drives progress together.

Refreshingly intelligent. Refreshingly piqniq.

Launched in early 2024, piqniq are at the very start of our journey. As our team grows rapidly, we're looking for bright, brave, and enthusiastic media professionals to help us challenge the status quo and lead the change we envision for the industry.

What do you think, fancy joining us at the piqniq blanket?

About the role

As an Account Manager, you'll be the bridge between our clients and the agency, immersing yourself in their brands to deliver exceptional campaigns and projects. You'll craft media plans, oversee campaign execution, and play a pivotal role in new business pitches. Reporting directly to one of the company directors, you'll manage 3-4 brands across diverse categories.

This role is ideal for someone proactive, ambitious, and eager to build a career in marketing and advertising within a fast-paced, integrated environment. You'll work closely with Board-level colleagues and senior clients, gaining exposure and insight into high-level decision-making.

Work Environment

We embrace a hybrid working model with flexible hours. Expect to spend about 10 days per month collaborating in our shared workspace in central London. Any changes to this arrangement will be communicated well in advance.

Growth Opportunities

This is a unique opportunity to join a rapidly growing agency in its infancy. We're excited about our ambitious 2-5 year growth plan, including achieving BCORP status and a long term ambition to become a 4-day work place.

Transparency is key to our culture—when you join us you'll have full visibility into the company's performance and direction as we grow together.

You'll also have the rare opportunity to shape the future of the company, with the potential to build and lead your own team as the business grows.

What you'll be doing:

- Conduct thorough research into clients' markets, competitors, and target audiences using industry tools and media platforms.
- Stay ahead of trends and latest developments, turning them into innovative solutions for our clients.
- Deliver outstanding market leading media planning and execution while driving creativity and adopting a disruptive mindset to deliver award-winning campaigns.
- Collaborate closely with clients to provide first class service and ensure campaigns align with business objectives and KPIs.
- Build and nurture media owner relationships, exploring new opportunities for clients and hosting weekly media owner sessions.
- Lead client status updates and reporting calls to ensure campaign excellence.
- Execute best-in-class post-campaign analyses for our clients.
- Develop and build out a junior team sitting under you, leading on setting out roles and responsibilities for the future team.
- Due to the start-up nature, the role will be varied and you'll play a key role in agency growth.

Requirements

- A motivated and willing individual excited to join an independent startup ready to shake up the industry
- As one of the first employees at piquiq, we'll be expecting you to thrive in a fast paced, challenging environment from day 1.
- 3 - 4 years+ experience working within media planning and/or buying, as well as working directly with clients.
- A keen awareness of news, trends and industry developments.
- Proficiency in the full Microsoft or Google Office Suite (in particular Sheets/Excel, PowerPoint/Slides).
- Passionate about delivering innovative, award-worthy work through planning and buying.
- Ability to use your leadership skills to work with and through others to deliver shared objectives and drive progress towards outcomes.
- Exceptional organisational skills, attention to detail, and multi-tasking abilities.
- Experience mentoring or managing junior team members.
- Strong ability to build relationships with suppliers and media owners.

Package:

- Role: Permanent, full time
- Salary: £40,000 reviewed regularly in line with performance and inflation.
- Holiday: 28 days (plus additional time off between Christmas and New Year, on standby).
- Healthcare: Vitality Healthcare including Dental & Optical.
- Pension: 6% contributions via Penfold.

Perks:

- 50% off gym memberships
- Quarterly team socials
- Annual training budget
- Access to talking therapy sessions and GP services
- Discounts on trainers/gym wear
- Monthly reward scheme:
 - Monthly free cinema tickets
 - Discounts with Caffe Nero and Mindful Chef (including weekly freebies)

Working Conditions:

- Hybrid and flexible working hours
- Company provided new Apple MacBook
- Annual bonus scheme (company performance-based, from Dec 2025)
- Long-term ambition to transition to a 4-day work week
- Celebrating your birthday with the team
- Generous parental leave policies
- Career development: 3-month reviews and 6-month pay reviews

Diversity and Inclusion

As a majority female - and LGBTQ-owned company, diversity and inclusion are at the heart of piquiq and a place with a nurturing culture where diverse perspectives and brave thinking can thrive. With that in mind we would welcome & encourage applications from all candidates, particularly those from underrepresented communities.

We're a flexible employer and happy to have individual conversations around your specific needs to ensure that you succeed at piquiq.

So what are you waiting for? Come and join us at the piquiq blanket!

Please send all applications (cover letter & cv) to careers@piqniq.co.uk