

Vice President of Strategic Accounts - AV

Start date: TBC

Salary: Competitive based on experience

Location: Ideally you will be based in the UK, Europe or North America

Contract type: Permanent, full-time

Are you a senior communications and marketing professional already in and passionate about the AV sector and ready to lead strategic growth? If so, this could be the role for you.

About us

Bubble Agency is a go-to global PR, marketing and events specialist for the AV sector. Transforming businesses with our knowledge and network, our experience includes working with technology and service providers such as Utelogy, Disguise, Matrox, CarbonBlack, Clear-Com, MAXHUB, LG, Panasonic and d&b audiotechnik.

With offices in London, Los Angeles, and the Greater Boston area, Bubble is responsible for launching some of the most exciting technological innovations that shape the way we consume media today. None of our achievements would have been possible without our talented team and network.

More information about our clients and the way we work can be found at our website www.bubbleagency.com

About the role

We are seeking an experienced senior communications/marketing professional with a strong network (and potentially clients) in the AV sector to lead and grow this business unit. Reporting directly to the CEO, this role combines client leadership, commercial growth, and team development, with a clear remit to expand our impact in the AV sector. You will oversee a portfolio of key clients, ensuring exceptional satisfaction, consistent delivery, and measurable results.

You will provide senior-level guidance, act as the main point of escalation, and support account teams to achieve client goals. Regular check-ins, KPI tracking, and client feedback will form part of your approach to maintaining strong relationships and ensuring high retention rates.

Alongside managing existing accounts, you will drive new business growth by delivering quarterly and annual revenue targets. This includes leading pitches, nurturing

HEADQUARTERS

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lapsed accounts, maximising upsell opportunities, and representing the agency at industry events to generate leads and build new partnerships.

As the public face of the business unit, you will represent the agency at global events, conferences, and trade shows. You'll oversee planning, coordination, and delivery to ensure successful participation, while fostering collaboration and engagement across regional teams. Strengthening client relationships through strategic meetings and proactive event support will be key to success.

You will also maintain deep sector knowledge, providing market insights and strategic counsel to the leadership team. Acting as a thought leader, you'll enhance the agency's visibility through public speaking, industry commentary, and professional engagement. Collaboration with other business unit leaders will ensure alignment and the sharing of best practices across the agency.

Finally, you'll take ownership of reporting and accountability, delivering regular updates on client health, business performance, and growth opportunities. Your leadership, commercial acumen, and strategic focus will drive client satisfaction, business growth, and the continued success of the agency.

About you

The right candidate will have a minimum of seven years experience in B2B communications, marketing or PR within the AV sector. You will bring existing clients that complement Bubble's current roster and demonstrate commercial acumen with a proven track record of converting new business and achieving revenue targets.

You will possess an established industry network and leverage it effectively whilst exhibiting proven leadership, managing and developing teams at senior level. With your strategic thinking mindset and the ability to translate insights into actionable plans by communicating with clarity and authority you will excel with client management. You will hit the ground running with building trust and influencing stakeholders at all levels.

Bubble perks and welfare initiatives

At Bubble, we take employee engagement, wellbeing and culture seriously. We are proud to have been a finalist for the 2022 PRCA Dare Awards' 'Team Culture and Community Award' and at the 2023 UK Company Culture Awards in the 'Best Agency To Work For' category. We want you to enjoy coming to work everyday, and that's why when you work for us, we offer the following:

- Annual performance based bonus scheme (discretionary)
- Employee referral programme

- Healthcare plan
- Flexi-friday and flexi-friday summer scheme:
- Employee assistance programme
- Enhanced holiday scheme
- Company sick pay
- Bucket list draw
- Team socials
- Sabbaticals
- Bank holiday swap
- Employee recognition 'WOW awards'
- Training and development programme and budget

How to apply

If you like the sound of us, we would like to hear from you. For more information contact careers@bubbleagency.com.