



The Green Room
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Communications and Policy Officer, National Children's Charity, £26500, Cardiff
Account Director – Environment and Waste Management to £35k plus benefits, Oxon
Head of Business Development, POS/Retail Interiors/ POP to £35k basic, OTE £55k, Bristol
Account Director, Digital and Direct Marketing to £40k in Wiltshire.
Account Manager, Digital and Direct Marketing to £35k in Wiltshire.
Senior Consultant – B2B and B2C, Strategic PR and Communications Agency, Bristol.
Marketing Manager, Leisure and Fun Sporting Products, to £30k, Bristol.
Brand Manager, Equine Nutrition Products, to £25k plus car, based East England.
PR Account Manager, Equine and Consumer, Cotswold's based, to £30k plus benefits
PR Account Manager, Leisure, Tourism, Consumer, to £25k, Somerset based.
Account Director, Advertising Agency, soon to be MD, based in Bristol, salary negotiable.
Associate Director, PR Agency specialising in Technology, Berkshire based, to £70k.
[National Sales and Marketing Manager, animal health products, Sussex, to £40k](#)

Communications and Policy Officer, £26500 – Cardiff based – National Children's Charity.

Our client is a national family and children's charity seeking an experienced Communications and Policy Officer for their Cardiff Office. This is a great role and fantastic opportunity to make a real difference to families and communities across the England and Wales.

The role involves working with the public policy agenda relating to childcare and increasing awareness of the charity's work, through public affairs activities, policy delivery, media and communications.

Responsibilities include:

- Deliver an ongoing contact programme targeting key officials in Welsh Assembly Government departments
- Plan and implement a programme to build understanding of the charity work among Welsh government, MPs in Westminster and head office.
- Plan engagement with the charity key stakeholders
- Ensure a consistent approach to lobbying and advocacy
- Develop good working relationships with partner organisations
- Brief spokespeople for media interviews

- Work with staff in the External Relations team to translate charity policy and research into accessible stories for the media
- Identify media friendly case studies and respond to the news agenda with relevant stories

You will also be writing articles, press releases, online material and newsletters as well as organising occasional events. The successful candidate will have at least 2 years experience in a communications and public affairs role, ideally within the public sector. You must have a track record of lobbying and influencing government and working with stakeholders. Understanding of the Welsh Assembly Government system and current children's policy and delivery of children's services is essential.

If you are interested please contact Liz Snell at lsnell@xchangeteam.com or Katie Austin at kaustin@xchangeteam.com

**Head of Business Development, POS/Retail Interiors/ POP – to £35k basic, OTE £55k.
(Full time, permanent, Bristol based with travel)**

An exciting and demanding role, within the POP/Retail Interior industry, suitable for a candidate that wishes to rise to the challenge of a growing international group, working on some of the largest and most prestigious POP and Retail projects around. Working with a forward thinking and innovative solutions based group, successful candidates who achieve targets will have the opportunity to make their mark, and grow their responsibility within the company.

The group employs 250 people worldwide, and turns over more than £45m, so is a large player! This role will suit an ambitious, forward thinking business developer with first class client and sales skills.

**National Sales Manager - animal health and nutrition products - Sussex - to £40k plus benefits.
(Reference ECC1200, permanent, full time)**

The role is going to be a combination of sales, marketing and management, looking after 5 regional sales reps that are based throughout the country, and the internal team of account managers, (5) who are based in the office in West Sussex. Key to the role is the ability to manage, motivate, train and inspire a sales team, good marketing and business development knowledge, and sound equine knowledge. You will basically be charged with running the sales and marketing team and all associated duties, and coming up with brilliant, innovative and exciting ideas based on good knowledge and sound business practice. If you have a relevant marketing or similar qualification, that would be great too.

Paying a salary of between £30k to £40k plus car depending on experience, and looking for the absolute best person for the job to start as soon as possible.

Equine Canine and Country is a division of The Green Room, placing marketing, PR and sales people into companies which provide products and services to the equine, agricultural, farming and animal health sectors.

**Account Director – Environment and Waste Management – Oxfordshire - £35k plus benefits.
(Reference 26163/SD- Permanent and Full Time)**

With strong environmental credentials, they are looking for someone to work across their two areas;
the positive promotion of environmental engagement to enhance an organisation's reputation, and delivering specific environmental messages to discrete audiences. This role will be helping companies consider the most appropriate techniques to increase awareness and appreciation of an organisation's positive performance on environmental issues. This can involve everything from environmental sponsorship, through the introduction of environmental management systems to more detailed stakeholder dialogue on the issues surrounding an organisation's Corporate Social Responsibility agenda.

Key Requirement:

- Provide senior counsel and day-to-day management support to clients
- Solid agency or in-house experience
- Solid media relations
- Strong environmental/waste management experience - essential
- Excellent presentation skills
- Excellent writing skills - essential
- Solid crisis experience - desirable
- Ability to forge strong business/media relationships - essential
- Language skills - French, German, Spanish, Danish - desirable
- Ability to work in a team - essential

In return for your skills you will be rewarded with a salary depending on experience and a comprehensive benefits package. Candidates will ideally drive and have a car - car parking is free

Account Director – Digital and Direct Marketing - £38k - £40k - Wiltshire

We have an urgent requirement for a digital Account Director to work on truly inspirational world-famous brands – paying £38-£40k depending on experience.

The Place: Fantastic mid-sized independent integrated agency with serious creative heritage and long history of success. Based in beautiful Wiltshire, with lots of great shops, bars and restaurants close by and excellent leisure activities and minutes away from a large city – it's a really inspirational place to work. The Agency is very friendly, with a relaxed, youthful culture. They believe in what they do and work hard to achieve great results but know how to have fun along the way

The Role: This is a delightful role with an award winning agency that has inspirational leadership and outstanding creative output. You will work on a range of exciting digital accounts for world famous brands from entertainment, broadcasting and the charity sector. This will give you great exposure to some wonderful campaigns. You will support and report into the MD and CSD on different projects and help manage a team of 4 – so the sky's the limit in terms of career progression for the right candidate.

The Candidate: The ideal candidate will be an experienced Account Director with experience in Direct Marketing and/or digital who is keen to take the reins strategically and manage and develop your team, plus get involved closely with planning, forecasting and the agency in general. You will have gravitas and be good at building client relationships and be highly motivated to deliver great creative campaigns on time and on budget, and flourish in a seriously collaborative and intelligent working environment.

This is a real gem of a role for an agency brimming with talent and a client list to die for. Please do not hesitate to send me your CV today to lpreston@xchangeteam.com

Account Manager/Senior Account Manager – Digital and Direct Marketing – £28k - £35k.

We have an urgent requirement for a digital Account Manager or Senior Account Manager to work on truly inspirational world-famous brands– paying £28-£35k depending on experience.

The Place: Fantastic mid-sized independent integrated agency with serious creative heritage and long history of success. Based in beautiful Wiltshire, with lots of great shops, bars and restaurants close by and excellent leisure activities and minutes away from a large city – it's a really inspirational place to work. The Agency is very friendly, with a relaxed, youthful culture. They believe in what they do and work hard to achieve great results but know how to have fun along the way

The Role: This is a delightful role with an award winning agency that has inspirational leadership and outstanding creative output. You will work on a range of exciting digital accounts for world famous brands from entertainment, broadcasting and the charity sector. This will give you great exposure to some wonderful campaigns. You will support and report into the AD and manage an AE – so the sky's the limit in terms of career progression for the right candidate

The Candidate: The ideal candidate will be an experienced digital Account Manager or Senior Account Manager who is keen to take ownership of projects and manage the day to day running of the account. You will be good at building client relationships, have excellent attention to detail and be highly motivated to deliver great creative campaigns on time and on budget, and flourish in a seriously collaborative and intelligent working environment.

This is a real gem of a role for an agency brimming with talent and a client list to die for. Please do not hesitate to send me your CV today to lpreston@xchangeteam.com

Senior Consultant – Bristol based Strategic Communications Agency
(Ref: 26076/SD - Permanent / Full time)

The client is looking for a highly experienced PR consultant, equivalent to AD level+, to join this successful strategic communications agency. Candidates will ideally come from an PR agency background and be experienced at delivering high impact and creative national, regional and trade campaigns for clients from both business-to-business and consumer sectors. You will be a strategic thinker with strong client relationship building skills and will have a real passion for the media and current business issues.

Brands Manager – Norfolk based, leading Equine Nutrition company, very good salary and benefits. (Reference 25976 – Full Time and Permanent)

Established over 70 years ago, and with a committed approach to environmental awareness and feeding animals as naturally as possible, our client is a highly respected feed manufacturer who The Prince of Wales recently awarded with a Royal Warrant.

We are looking for a pro-active, enthusiastic individual with drive and vision. You will be responsible for the development, implementation of marketing strategies and evaluating results whilst ensuring that current feeds meet customer requirements. Passion and knowledge of the equine Industry is essential and knowledge of poultry and other farm animals is a bonus.

You will have excellent communication skills with the confidence and ability to build rapport at all levels. You will be able to work effectively across several projects simultaneously with the confidence and ability to manage and develop a highly motivated team of Nutritionists/Writers.

Together with your good market knowledge and proven presentation skills, you will have a strong grasp of strategic marketing and brand values.

A close working relationship with the company directors, Nutritionists, sales team and marketing company is essential.

An attractive salary with long term career progression, target related bonuses, fully-expensed company car and other benefits are on offer.

PR Account Manager/Senior Consultant - to £30K plus bonus (RNTILS)
(Permanent, full time)

Based in the North Cotswold's, our client is a boutique PR agency with clients in the equestrian, entertainment and events sectors. Specialising in media relations, sponsorship and web content generation we are looking for someone with exceptional skills in these areas.

You will be degree educated and a skilled operator with a proven track record at senior account exec /account manager level in an agency environment. Your creative, strategic, communications skills will be well developed while your writing and attention to detail should be second-to-none. Experience in pitching and presenting are also desirable as is stunt and event management. You should relish the prospect of working in a rural environment as part of a small team and be a self starter.

Reporting to the managing director as her right hand man, you will be principally responsible for running all client accounts on a day to day basis. This will involve managing client relationships, campaign planning, managing a team of freelancers to ensure clients of the best possible specialist support, budget management and reporting. You will also assist the MD in new business development and taking the business forward.

Qualities needed for success in this role are excellent interpersonal and organisational skills, attention to detail, energy, honesty, humour, a can-do attitude and lots of energy and the ability to work alone or as part of a team. A strong interest and knowledge of horses would be a distinct advantage as currently 90% of the clients are in the equestrian sector.

A basic starting salary of £25k-£30k is offered commensurate with experience and will be significantly enhanced through a generous package of performance related benefits.

PR Account Manager – Environment, Animal Health – Oxfordshire to £34k
(Permanent, full time)

Leading PR and communications agency based in Oxfordshire now seeking an experienced account manager or marketing communications manager who is as happy writing technical press releases and articles as they are working with the media and organising stakeholder events.

You can see already how diverse and interesting this role will be and there are few key skills that you need to be able to demonstrate to be successful in this role...

1. great technical writing skills, ideally with some companion animal or animal health knowledge
2. good knowledge of the charity and fundraising sectors
3. interest and experience in the environmental sector
4. first class media relations skills
5. a genuine desire to work at account manager level with a superb team and an exciting future!

You could be from a journalistic background, perhaps in house in a marketing or comms team, or ideally from an agency background. What's key is that you are interested in the environment (both natural and built) and have some interest in animal health and the associated industries.

Based in beautiful offices in Oxfordshire, you will be well rewarded and join an award winning team, committed to excellence in PR and communications, who have a first class reputation and history – with an even more exciting future!

Account Director – B2B and Digital PR – to £40k and pro rata if part time option (see below)
(Permanent, full or part time)

Leading South West based PR agency, with a hugely successful history and an even more exciting future has a great opportunity for a digital PR specialist to join the team at a senior level.

The ideal candidate will have extensive experience in digital PR and social, sustainable and ethical work within the B2B area.

This is a massive growth area for the agency, as it is for many, and part of the strategic plan is to grow this area of the business...with the help of this new Account Director and the rest of the dynamic and forward thinking team.

Being one of the most innovative and creative PR agencies in the South West, there is also a high level of flexibility from the MD in terms of finding this right person for the job...so much so that we are happy to consider applications from those who would be interested in this on a job share basis, as well as those that would like to work full time.

PR Account Manager – West of England/South West - £28k plus great benefits package

(Permanent, full time)

In these challenging times, it's a delight to be working with this ambitious, successful and growing PR agency, based in Somerset. Due to restructure and growth, the agency is now looking for an experienced Account Manager, who has previous agency experience and is keen to work in a progressive environment and further develop their PR skills.

This job will lead to a more senior position in the near future, as the agency head builds her senior management team. The company has been established for nearly two decades, and has been incredibly successful during that time.

The ideal candidate will be degree educated or equivalent, and have professional training in PR as well. You need to be able to demonstrate high levels of creativity, excellent literacy, successful news release writing and placement skills, and have excellent relationships with key journalists in both trade and consumer media.

The personal characteristics of the team, and therefore the type of person that will best fit, are intelligence, ambition, energy, and confidence, with excellent written and verbal communication skills.

Employee share scheme, generous holidays, policy of promoting from within, fabulous low stress working environment, excellent pay and conditions all add to making this a really great opportunity for the right person.

Call or email today to get the full job brief, outlining in your covering letter why you feel you are right for this job and why you are interested.

Salary form £25k - £28k negotiable for the right person.

Marketing Manager – Leisure and Fun - Bristol based....£25k plus generous bonus.

(Permanent, full time)

What a simply brilliant job for a marketing manager who is interested in leisure, sport and fun to work with an amazing, popular consumer product.

You must have two years marketing experience, a marketing or relevant qualification and experience of marketing a leisure product direct to consumers.

Your role will include

- brand management and marketing
- working with agencies on direct marketing, advertising, PR
- running great PR campaigns across many markets
- discovering and uncovering marketing opportunities for the brand
- developing the website and working to get a higher presence across the web
- working with production, management and directors to promote the brand
- being innovative, creative and generally brilliant in coming up with ideas
- ensuring the product is featured in the right press, in the right way, whether through advertising, pr or other marketing initiatives

- networking and business development at relevant shows, exhibitions

This is an amazing job and rarely available in the South West due to the product and the opportunity.

In an ideal world, our fabulous client would like to appoint the right person in the next month or so, so if you are interested in the role, you need to send me your CV immediately, for an initial telephone interview followed by a face to face interview in Bristol over the next week or so.

Please make sure you let me know in your covering letter why you are interested in the role and what you will bring to the team.

PR Account Manager, B2B and Technology, Brighton
(Permanent, full time)

(Y1016LS)

Lively, well known, innovative agency with enviable client list in consumer, b2b and technology clients, needs to find an experienced and motivated account manager for their b2b/technology team.

The agency leader is very well known, incredibly upbeat and highly motivated, leading a successful team who are all the same in character and commitment.

Clients across many sectors and varied and interesting work mean there is never a dull moment in this agency, and you need to be able to stand up and be counted for your creative work and your ability to multi-task.

First class writing skills and account handling knowledge essential for the right candidate to thrive in this superb atmosphere.

Lovely seaside location, in a sought after location all add to this brilliant opportunity.

Account Director, Advertising Agency, Bristol based - up to £35k plus benefits
(Permanent, full time)

(Y1038LS)

One of the best known advertising agencies in Bristol is now looking for a first class account manager or account director, to work with the senior team in developing and servicing client accounts, and generating new income from new clients!

This role would suit an entrepreneurial spirit, who loves new business and enjoys the challenge of pitching, and winning business. You need to have proven experience of running advertising campaigns on behalf of clients, and good general marketing knowledge. There will be plenty of existing account work to develop too, and to generally get involved in, so you need to have already worked as an account manager in advertising or marketing agencies in your recent past.



As professional recruitment consultants, our job is to source the best talent for our clients and to introduce candidates to the most suitable opportunities available to them. We are also involved in training and HR for many of our clients.

The most commonly understood use of the phrase “The Green Room” is within the acting profession, where it is the stage room or waiting room for those stars not yet called to stage.

The Green Room - A place for talent to wait until introduced to the stage! Or in other words, until we find the absolutely perfect match for your skills and experience, or the best person for your new job. And in the meantime, we will help people with knowledge, training, advice and general help about searching for jobs or looking for people. Our HR and Training services are also offered from The Green Room.

Please do email if you'd like any more information about any of the services we can offer, or of course, give us a call! 01275 847774.

Please note that all the brands in the group operate as part of The Green Room

We work in partnership with Xchangeteam.com

www.elizabethsnell.co.uk

www.equinecanineandcountry.co.uk

www.leisurelifestyleandsport.co.uk

www.lillyrain.co.uk

www.greenpeopleuk.co.uk

www.graduateplusuk.co.uk