

Job spec: Communications consultant



Job type: Full-time, permanent

The job in one line: Run comms accounts, make clients love us, and be the beating heart of the agency

The agency: Hard Numbers launched in June 2020. Despite the challenging economic climate, we've grown to a team of ten in the first six months. In five years we'll be a large agency and everyone we hire right now - especially at a senior level - will have a chance to shape and lead this agency. We wanted to hire the best in the business, and we want to hire the leaders of tomorrow.

What do we do? We're a communications agency with a focus on technology. We work across a range of marketing channels, primarily media relations, business development, paid media and email marketing.

What do we need from you?

Media relations: You know how to run a press office and you know how to get coverage. 'Does this idea generate coverage?' is something you can answer with confidence and authority.

Client management: This is a pivotal role in the agency. You'll own client relationships which means you'll make it your business to build trust and confidence with new and existing clients.

Account management: We want to hire the best account managers in the industry. If you're good at account management, you can expect to progress quickly in this role.

Managing up and down: You'll manage junior staff members, which means the ability and desire to train and mentor junior staff is vital. But you'll be managing up, too - if one of the co-founders misses a deadline, you'll be the one to call them out.

Flexible: We're pretty new and, right now, we're pretty small. That means everyone gets involved at all levels. This cuts both ways - sometimes it means making decisions that'll impact the direction of the agency, sometimes it means taking on tasks typically reserved for juniors. If you don't like variety, this job isn't for you.

Agency experience: We're looking for PR pros from an agency background.

What are we looking for?

The most organised person in the room: When you take ownership of something, it's getting done. We don't micromanage. We want to hire good people, give them a job and get out of their way. But to do this, we need to know that when they say they're on something, it's getting done come hell or high water. The people who are best at this aren't the loudest or the flashiest, they're the most organised. At Hard Numbers, we value organisational skills above all else.

Tech knowledge: We're primarily a B2B agency. Most of our clients at the moment are in the fintech, health tech and energy tech sectors. But we expect our client list to grow to include other B2B tech clients (martech/edtech/AI etc) and consumer tech, too.

Experienced running multiple press office accounts: You'll have plenty of experience running press office accounts in the £5-7k a month region. Experience running accounts on a day-to-day basis or being the main point of contact for a client on these sorts of accounts is a bonus.

Hungry to learn: The agency is going to grow and change a lot over the next 18 months. We don't know what challenges we'll face but we know we'll need to grow and adapt to meet them. This excites us, and will excite the ideal candidate too.

How to apply

To apply for this job, send a link to your LinkedIn profile to paul@hardnumbers.co.uk. No need for a full CV – your profile has everything we need!

Don't worry about a full cover letter, either. 2-3 sentences in the body of the email on what's important to you in your next role is all we need.

Please pop the job title in the subject.

Salary: £37,800-47,250