



Account Manager – Marketing Delivery

Location: Remote: South of England

Reporting to: Client Services Director

If you're a career marketer in the automotive sector and are looking for your next step, then this could be the role for you.

We're looking for a marketing professional with experience of B2C marketing for franchise dealerships, be that in-house with a dealer group or OEM, or as an agency partner, to join our team of field-based Account Managers in our Marketing Delivery division.

This is a role where you'll own your client relationships, collaborating with them and leveraging our VoiceBox CXP platform to design and execute CRM strategies that deliver outstanding results.

You're not a support function; you're a trusted strategic partner to some of the UK's most prominent automotive retailers.

About TekCor4

At TekCor4, we're transforming the automotive industry with cutting-edge data and marketing solutions. We empower UK dealer groups and OEMs to maximise revenue whilst improving conversion, retention and customer experience, without increasing operational complexity.

What is VoiceBox CXP

VoiceBox CXP is an AI-driven automotive marketing and intelligence platform that unifies sales and aftersales data to predict vehicle and customer events, automate personalised outreach, and drive sustainable profitability.

The Opportunity

As a Marketing Delivery Account Manager, your role is to drive value and growth across a portfolio of our clients within your defined geographic territory; ensuring our clients realise maximum marketing ROI from our suite of solutions.

You'll operate with autonomy, backed by a product that delivers genuine value and a team that understands the automotive landscape. As this is a field-based role, you will be supported by a team of account executives responsible for the tactical delivery of client activities under your coaching and supervision.

What You'll Do

Build Strategic Partnerships

- Develop and maintain strategic relationships with key stakeholders
- Lead quarterly business reviews, presenting ROI and identifying strategic opportunities to underpin client objectives whilst driving business growth
- Act as trusted advisor on CRM and marketing strategy, digital transformation, and platform utilisation

Drive Value & Adoption

- Monitor client engagement with both the marketing platform and associated processes to maximise operational efficiency and product efficacy
- Champion client feedback internally to help shape product roadmap and strategic direction
- Lead adoption of new product capabilities across your portfolio

Accelerate Growth

- Identify expansion opportunities across new modules, additional sites, and use cases within your accounts
- Build compelling business cases demonstrating ROI and strategic value for upsell conversations
- Collaborate with Key Account Directors and OEM Field Consultants to optimise site-level delivery and customer experience

Manage Commercial Success

- Own contract renewals with seamless execution and strong value demonstration
- Negotiate commercial terms with support of client services director
- Ensure long-term partnership alignment and mutual success across your client portfolio

Strategic Collaboration

- Serve as the voice of your customers internally, bringing insights to Product, Sales, and leadership
- Partner with Programme Managers on OEM initiatives and Key Account Directors where relevant to your clients
- Collaborate across teams to resolve escalations and deliver exceptional customer outcomes

What You Bring

Must-Haves

- Automotive experience: 3–5+ years' experience of marketing for the automotive sector with a background in dealer group, or OEM CRM environment strongly preferred
- Marketing experience: Able to translate client needs and objectives into product opportunities with a strong understanding of CRM and paid social as part of a multi-channel marketing strategy
- Relationship building: Proven track record of stakeholder management at C-suite and Group Director level
- Marketing leadership: Experience of coaching and developing marketing executives in supporting roles
- Project manager: Highly organised with strong attention to detail and the ability to manage multiple client projects with conflicting deadlines, communicating and leading prioritisation within your account group

Strong-Advantage

- A solid understanding of automotive operations and retail system strategy across both sales and aftersales, LMS, DMS and supporting operational software solutions

Compensation & Benefits

- Competitive base salary and performance bonus
- 25 days annual leave
- Up to 6% employer pension scheme contribution
- Private medical insurance and additional benefits

Location

This is a remote-first role as you will be expected to visit your portfolio of clients regularly, with travel to our offices in East Sussex and Central London at least once each quarter.

Why Join TekCor4?

- You'll work alongside a team of experienced automotive professionals who genuinely understand the industry - no explaining the basics
- You'll have a clear onboarding path and be client-facing within six weeks
- You're backed by established and continually evolving products designed exclusively for automotive
- You'll have access to cutting-edge AI and automation tools
- You're joining at a point of real growth and opportunity

How to Apply

All applications should be submitted directly to Charlotte Murray, Director – Marketing Delivery

Please send your CV and a brief cover note to: charlotte@tekcor4.com