

JUNGLE IT

Careers at Jungle

We're always looking for great people to help us create a world where business is always ready for the future.

We want everyone to feel like they're Jungle. We want people who believe that what they're doing is more than a job, it's a vocation. 100% in to achieve the best and be the best. We help you get there. Great salaries, loads of perks and warm and friendly people. We're not geeks. We're just people who love working with other people in digital technologies and services.

Companies with high performing cultures and strong values thrive on change.

Our values weren't created they were uncovered and are continually nurtured. They are the roots of what our people already have in spades. Our values are just how we do things around here:

- ⚡ **Tenacity** – We are proud and passionate about what we do, which means we own the challenges and the solutions.
- 👂 **Follow the Listening Process** – We see that big opportunities are often hidden in small problems, so we talk everything through to get under the surface.
- ⚡ **Customer Innovation** – We know that the best answer doesn't always match their question, which means we go further to show them what's possible.
- 👍 **Positive Attitude** – We're optimistic about future success, which means keeping ourselves open to brilliant outcomes.



What you can expect from us

- ☀️ 25 Days Holiday (plus your birthday)
- 🏠 Company Pension
- 👨‍👩‍👧 Life Assurance
- 🌿 Perkbox Perks & Medical
- 🎓 Funded Training and personal development plan
- 💻 Technology pack, including laptop and home working equipment





**AN
INSPIRING
PLACE TO
WORK**

It's a new kind of place to live, work and play.

You'll join us at an exciting stage in our growth in our brand-new HQ offices at Kirkstall Forge. Joining the community in February 2023, our new facility is designed to promote modern ways of working, with flexible spaces that can be adapted to the differing needs of our team.

Your wellbeing

People function and perform significantly better in a healthy work environment. Kirkstall Forge enables this through their Life Team, who curate a fantastic calendar of events and activities for you to join throughout the year. Some of the events and amenities provided by the Life Team in 2022 included:

- Bike hire
- Scooter hire
- Umbrellas
- Meeting Rooms
- Bike Spa
- Hatha Yoga
- Garden Games (Table Tennis, Jenga & Swingball)
- Massage
- On-site beauty treatments
- Language Classes
- Craft Classes
- Christmas Stalls
- John Lewis Personal Styling
- Kirkstall Forge Football Tournament
- Green Sustainability Group



A Healthier, Happier Commute

Number One has been designed to enable people to enjoy healthy and active lifestyles by providing ample cycle parking, cycle hire and cycle facilities, high quality showers, changing and drying rooms that removes common barriers to those who might not normally have considered commuting by bicycle or by running along the canal towpath and makes it a way of life.

JOB ROLE

Hybrid Working Available

Head of Marketing

Leeds

Full time, permanent position

Up to £50k (depending on experience)

Applicants must be eligible to work in the UK.

Skills and Experience

- Sound commercial marketing experience within a B2B environment
- Experience of executing marketing campaigns to B2B buyers
- Experience of working with third parties and managing key relationships
- Experience of leading teams / projects
- Strong understanding and knowledge of CRM systems
- Technology industry knowledge (desirable)
- Highly organised, with excellent project management skills
- Highly driven and goal orientated, to achieve quarterly objectives to support client acquisition
- Strong in digital marketing domain
- Strong persuasive skills – encouraging teams / technical teams to share stories and technical expertise

The role

Reporting to the Chief Operating Officer, you'll play a crucial role in creating, executing and monitoring the performance of campaigns and provide all the resources required to facilitate our client relationship team in meeting their targets.

We are searching for dedicated and tenacious individuals with a positive attitude and an innovative mindset. If you feel you fit this description, send your application our way!

Responsibilities

- Ensure the business has a clear position in the technology marketplace and help develop the story that communicates this clearly across all key mediums
- Understand the clients and target markets and work with the sales team to build out personae and related content / messaging
- Responsible for ensuring the development of content, messaging, and promotion of offerings and services
- Deliver themed marketing content, that can be used across a range of channels and aimed at key business decision makers, influencers, stakeholders, and potential buyers within target organisations
- Maintain and execute a Digital Marketing strategy utilising automation and workflow functionality in CRM to reach out to as many members of the company's audience as possible, in the most efficient manner
- Collaboratively curate compelling content with internal delivery teams, internal SMEs, and external SMEs; including articles, blog posts, videos, and referenceable client advocacy to generate leads and support the sales team
- Effectively manage the relationship with external agencies, including PR, content creators and relevant publications to ensure the highest impact and the greatest ROI from marketing investments
- Take ownership of planning and implementing effective campaigns and produce marketing collateral
- Maintain and enrich CRM data, segmenting data in line with campaigns to convey a targeted message
- Develop a social media strategy, on LinkedIn and Twitter (and other relevant platforms), actively exploring opportunities to gain greater market exposure for the company
- Manage and oversee the website to ensure that it remains up to date

