



Discover  
something *new!*

## Job Description

**Title:** Senior Acquisition Executive  
**Type:** Permanent  
**Start date:** ASAP  
**Hours:** 40 hours per week  
**Salary:** Competitive, dependent on experience  
**Location:** This role is 100% based at our new HQ in Aylesford, Kent

### Who is Must Have Ideas?

Whilst still only young, we're one of the UK's fastest growing ecommerce brands, helping over 2 million customers 'Discover Something New' every year. One in six homes in the UK now have one of our clever, problem-solving products and we're widely recognised as one of the leading ecommerce innovators of the past few years. Named by The Sunday Times as the 66<sup>th</sup> fastest growing company in the UK, we're a British success story and our incredible growth isn't stopping any time soon. We would love you to join us on this exciting journey!

### The Team

You'll be working with a group of great people who think independently but collaborate as a strong team to deliver exceptional results. Career progression? Absolutely - there are plenty of opportunities to grow and develop, as our rapid growth continues.

### We're fully office-based

We believe that we are at our best when we're together, and that's why our team fully works from our office at our swanky new base in Aylesford, Kent. Being together facilitates superior collaboration, encourages conversations, and sparks creativity. And there's some pretty sweet incentives to coming to the office, too, including free breakfast every day!

### This Role

This is an excellent opportunity to join us on our fast-growth journey!

We're looking for a Senior Acquisition Executive to join our ever-growing Acquisition team to work on one of the largest Meta accounts in the UK e-commerce industry.

Your responsibilities will include:

- Working alongside a team of paid social professionals to build a continuous stream of both seasonal and evergreen Meta, Google and TikTok conversion campaigns for our diverse range of products.
- Regularly reporting on the performance of campaigns, audiences and advertisements, providing insights to the Meta Performance Manager and Head of Acquisition.
- Working on implementing a schedule of A/B testing to continuously improve the effectiveness and efficiency of our advertising.

- Assisting in the creation of new audiences across all platforms.
- Assisting in the research and development of strategy, targeting and setup across all digital paid platforms.

You'll excel in this role if you have the following skills & experience:

- Good knowledge of the operation of Meta Ads Manager, TikTok Ads Manager and Google Ads as campaign building and reporting platforms.
- Experience in measuring campaign success using key e-commerce metrics i.e. CPA, ROAS, and spotting opportunity for efficiency improvements.
- Up-to-date knowledge of best practice across Meta, TikTok and Google as paid advertising platforms.
- Experience with using Excel to organise, process and report on data.
- Extremely organised, with the ability to adapt to learn and adapt to new tasks.
- Excellent communication and presentation skills.
- Ability to report in a clear and concise manner.
- Ability to work semi-autonomously.

### **What's it like to work here?**

We know that our people are key to our success. That's why we strive to make MHI a great place to work – just ask our team. It's a friendly, welcoming and fun environment here. We've worked hard to create an amazing experience for our people because we know that workplace happiness goes way beyond just your salary. As well as being a Living Wage employer, we're proud to offer one of the best packages of team perks in the area, including:

- Private healthcare
- Free breakfast every morning
- Paid sick leave
- Flexible hours
- Minimum of 25 days holiday per year as standard (plus more the longer you stay)
- Buy or sell holiday
- Generous paid maternity & paternity leave
- Your birthday off work every year
- Free electric vehicle charging
- Free car washing every month
- Regular team & charity fundraising events
- Free products from our range
- Generous staff discount on our range of products
- Free personal use of company vans
- Company pension
- Salary sacrifice schemes (cycle to work, electric car leasing)
- Season ticket loans
- Casual dress code
- Free and unlimited fruit, sweets, cold & hot drinks

### **What happens next?**

If we think you could be a good fit, you'll be invited to come and see our new state-of-the-art facilities and for a more in-depth conversation. We may ask you to complete a small task to show us your skills and there may be a second interview stage, too.

This is an excellent opportunity to join us while the company is still young and to be part of our high-growth journey, with all the opportunities that brings.

Must Have Ideas Ltd is an equal opportunities employer and we're working hard to build a diverse and inclusive workforce.