



Director of Client Development/Agency Partner

Primary responsibilities will be to:

- Build strong client/agency relationships by achieving clients' marketing objectives with efficiency and effectiveness that result in a strong revenue stream and profit to the agency.
- Develop, write and execute strategic branding and marketing proposals, programs and presentations for clients and new business prospects.
- Provide creative and professional leadership to internal teams on the execution and management of projects.
- Identify and participate in all phases of new business initiatives for prospects that fit the Kinziegreen business model and growth plan.
- Help maintain and grow revenue from existing clients.
- Serve as relationship/project manager on key accounts.
- Represent the agency through business and civic organizations.
- Demonstrate the highest level of professionalism and integrity.

Experience:

- 10 plus years of experience and success in B2B marketing and advertising with manufacturing, finance and health care clients.
- Proven performance in mid- to senior-level marketing positions.
- Highly proficient in both traditional and emerging digital marketing and advertising strategies.
- A keen sense of entrepreneurship that benefits both clients and the agency are essential.

Skills:

- Advanced verbal and written communications skills.
- Analytical thinking.
- Organizational.
- Interpersonal dynamics.
- Team building.
- Mentoring.
- Financial management.