

Greentarget Seeks Director of Client Development for Chicago Office

Greentarget is currently accepting applications for a Director of Client Development to be based in either the firm's Chicago or New York office.

Who We Are:

Greentarget is a public relations firm founded in 2005 and focused on directing smarter conversations for B2B organizations. We help our clients contribute to and lead discussions that drive their business objectives and build meaningful relationships. We believe in the principles of journalism and embrace our responsibility to help our clients, representing some of the smartest and best thinkers in the world, contribute to a smarter conversation.

We focus our work in seven primary areas: Media Relations, Research & Market Intelligence, Thought Leadership Development, Executive & Corporate Communications, Crisis & Litigation Communications, Content Development and Digital.

We are a destination for talented, ambitious professionals with deep, abiding intellectual curiosity who want to master our proven process so they can drive unparalleled levels of service, results and value for our clients. Our gritty team seeks out the personal stretch, rises to the challenge of mastering complex business issues and understands that by embracing professional challenges they can thrive in every other aspect of their lives.

We are also a pretty damn fun group of people to work with.

Who We Are Looking to Join Our Team:

The Director of Client Development will report directly to Greentarget's co-founder and be responsible for pitching, strategizing and developing new client relationships while supporting and enhancing our processes to support organic growth within existing relationships. You will be called upon to identify new prospective clients, deliver compelling presentations and drive revenue growth. The ideal candidate will bring a creative and strategic approach and a desire to learn and grow quickly within our organization.

The successful candidate will ideally have five or more years of sales, prospecting and new business development in the Professional Services arena and will embody Greentarget's values of hard work; risk taking; authenticity; creative thinking and team growth. Experience within a creative agency environment is preferred. This position will be based either in Chicago or New York.

Responsibilities:

- Run the new business process from start to closure, including prospecting, pitching and assisting in onboarding new clients.
- Proactively identify, locate, and qualify new business leads.
- Establish & maintain industry contacts leading to specific business opportunities.
- In conjunction with pitch team, develop and deliver powerful, compelling sales presentations to prospects.
- Work with Greentarget's senior management to help determine winning strategy, team casting, proposal scoping and pitch presentation approach.
- Work with Greentarget's group directors to identify opportunities for organic growth within existing client relationships in a manner that is consistent with Greentarget's values and culture.

- Assist Greentarget's 4 service line leads (media relations, content, research/market intelligence, and special situations) in meeting their identified growth targets.
- Be responsible for the operational intricacies and fast-moving nature of the process including setting up timelines, tracking the budget, communicating information to the team and managing the workflow.
- Collaborate with Greentarget's marketing coordinator in conducting background research on prospective clients and agency competitors.
- Assist in creating Greentarget marketing content, including overseeing and driving the firm's case studies and other supporting materials in close coordination with Greentarget's marketing coordinator.
- Work closely with staff writers to ensure the Greentarget voice carries through case studies and new business proposals and pitches.
- Additional responsibilities as assigned.

Qualifications:

- Demonstrated five+ years of experience and accomplishment in Professional Services sales, creative agency experience preferred.
- Established client contacts in professional services industry and/or other strategic vertical markets.
- Disciplined approach to sales strategy and execution rooted in proven methodologies and approaches.
- Proven track record and demonstrated ability to be forward thinking, entrepreneurial and innovative, while understanding typical agency processes and technologies.
- Committed to high quality work and to building positive and productive relationships with clients, team members, peers and managers.
- Extremely organized and able to thrive in a fast-paced, rapidly evolving environment
- Self-starter, capable of taking innovative approaches, setting goals and reporting progress against them. Must be skilled in problem solving, critical thinking and decision-making.
- Strong written and verbal communicator.
- Demonstrated interest in the complex business issues Greentarget's clients tend to navigate and advise their clients on, particularly in the professional services industry.
- Ability to be versatile and handle multiple projects simultaneously.
- A true team player that works collaboratively to see the job through while taking ownership and accountability for their work.
- Proven ability to establish strong internal relationships with colleagues and track record of running successful internal sales training programs.

Qualified candidates are encouraged to submit their resume and qualifications to Kim Burrell at kburrell@greentarget.com