



Managing Director - Denver, Colorado

The Role:

As the managing director, this executive must provide leadership to the agency. The Managing Director will work closely with the company's CEO to align the business for maximum success while upholding the firm's long-held, core values. This individual will serve as the visible lead manager for the territory and will develop business relationships with key prospects and customers.

Managing Director will be responsible for identifying and implementing sound, profitable business strategies. This individual must be hands-on. He or she will set short/mid-term goals, define the strategies, and design the roadmap for achieving them. He or she will be directly involved in the design and implementation of all sales and delivery plans for the territory and clients.

This person must be sales-focused with a strong background in data-driven marketing solutions and an in-depth knowledge of the digital marketing ecosystem. The ideal candidate will have a demonstrated track record of cultivating relationships within the target market(s), deal execution, product evangelism, cross-functional teamwork, and revenue growth.

Scope:

- Lead the business growth and serve as the territory's most highly visible company executive with customers and partners.
- Design the region's business plan including short and mid-range goals.
- Develop and oversee sales and delivery plans.
- Establish quality protocol and meet regularly to review and re-review standards as necessary.
- Strong sales and business development experience a must

Skills / Abilities/ Knowledge:

- Proven, visible, open, and engaging leadership style.
- Proven experience designing and executing complex business strategies.
- Ability to manage a flat organization.



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- Strong familiarity with the territory.
- Strong familiarity with agency business models.
- Must possess the highest caliber organizational, planning, and supervising skills.
- Must be proficient and experienced in developing sales, delivery, and project management reports.
- Must possess strong written and verbal communication skills and be a clear, strategic thinker.
- Ability to interpret complex data and translate it into actionable, profitable business results.
- Ability to uphold the highest ethical standards. Must be an executive of high integrity.
- Strong business acumen and financial savvy.
- Results-driven but not at the expense of company values.
- Effective, professional negotiation skills.

Experience / Education:

- BS/BA degree in Business; Master's degree is highly preferred.
- A minimum of seven (7) years in marketing/consulting agency, including a minimum of five (5) years of experience running businesses with direct PnL responsibility.
- A proven track record of devising, implementing, and achieving corporate goals is required.
- Must possess the highest levels of competence in strategic thinking and business planning, innovative thinking, and strong experience in human resources and leadership development.

Compensation:

- Highly competitive but commensurate with experience.
- Performance-based incentive program.
- Potential equity.

Personal Characteristics:

- Innovative
- Trustworthy
- Strategic
- Persuasive



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- Professional
- Clear Thinker

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