

Client Manager

Role: Permanent / Full Time

Location: Central London

Salary: Competitive

My mission as a Client Manager is to lead the development of client solutions and harness the strength of our team to deliver them

As a Client Manager I will:

Manage the delivery of the client brief

- Applying strategic frameworks to shape the direction of the project (from research through to solution development)
- Building compelling stories that align stakeholders around a common goal
- Harnessing the strength of the team to deliver the best possible outputs for clients on time and within budget

Become a trusted advisor for our clients

- Developing long lasting relationships with clients through excellent client delivery and honest interactions
- Bringing clients on the journey and giving them the confidence to own the outcomes
- Using analysis and research to anticipate wider challenges for clients and determine opportunities and threats

Be an expert and cascade my knowledge across the team

- Being on top of and having a point of view on emerging technologies, trends and industry developments that affect our clients
- Applying knowledge, best practice and related project experience to deliver innovative solutions for clients

Drive the growth of the company

- Sharing knowledge and coaching the people around me to strengthen us as individuals and as a team
- Leading an area of internal development that delivers a tangible impact on the way we operate
- Supporting the development of the company strategy to ensure we continue to grow our market presence

As a Client Manager, I will demonstrate:

- + Strategic thinking and the ability to see and communicate the big picture in an inspiring way
- + Efficient organisation of projects and teams, both internally and externally
- + The ability to coach people to improve performance and drive their personal development
- + A calm attitude and measured approach at all times that considers all viewpoints to get to the right answer
- + Integrity and the ability to earn trust and maintain confidence

Additional Requirements:

- + Educated to degree level at a top university
- + Minimum 5 years work experience in strategy, consulting, and/or marketing roles (however other types of experience will be considered)
- + Subject matter expertise in an area that will contribute to our growth (i.e. data, digital, customer insight, commercial)

To apply, please send your CV and a brief covering letter to work@manifestogrowth.com