

Director (UK)

Role: Permanent / Full Time

Location: Central London

Salary: Competitive

My mission as a Director is to develop and execute a growth plan to expand our client base whilst leading senior relationships with existing clients and providing collective leadership of the UK office as part of the management team

As a Client Director I will:

1. Deliver double-digit topline UK revenue growth

- Direct and build momentum around the growth plan to expand our client base
- Sustainably grow our business by finding new and creative ways to help our clients and prospects to buy our services
- To provide genuine solutions to clients' business problems by through our core proposition: better business models from killer customer propositions and a brilliant way of doing things

2. Deliver high quality projects that grow our reputation and lead to further work from existing clients

- Coach the team of Managers, Consultants and Analysts to deliver brilliant work that helps them grow as individuals and professionals in the process
- Provide oversight to ensure the work that is delivered to clients is the highest quality it can be

3. Become a trusted advisor to senior clients, leading deepening, long-term relationships that are known to add value to their business

4. Help establish a positive, energetic dynamic in the London office by working collaboratively with the rest of the management team to provide collective leadership in the UK

- Articulate and believe in the goals of the business, and lead by example in how we will achieve them
- Create an environment in which people can raise issues openly, debate solutions and reach decisions

Competencies:

- + **Clarity of thought.** Leadership at Manifesto requires the ability to distil the complex into actionable solutions. A mastery of data, insight, customer experience and digital transformation underpin this thinking.
- + **Driving change.** Whether in a company, agency or consultancy, you will need to have experience of using strategic thinking to create noticeable change and value growth
- + **Relentless.** We need an individual who is unstoppable in the quest to grow the business through creating repeat work from existing clients and finding and converting prospects to meaningful, enduring relationships
- + **Collaborative.** A spirit for working with clients to make sure the project feels theirs and the solutions are shared. An appetite for working with a team to create a spirit of interdependence, not a hierarchy, where we have each others' backs.
- + **Transparent.** Everyone has a voice in the company and this requires leadership that is inclusive and motivating to ensure that each individual is heard.
- + **Commercial.** This is a leadership role and requires the ability to help Manifesto grow. It requires an opportunistic and entrepreneurial spirit as well as a practical awareness of the levers of profitability.
- + **Coachable and open to criticism.** Actively solicits feedback and welcomes criticism as a way to identify ways to improve quickly
- + **Takes ownership.** Is proactive in getting things done and follows through on commitments