

New Business Account Director

£42,000 STARTING SALARY + BONUS

Rainmaker is the highly respected consultancy arm of the Intelligent New Business Group, which includes Pearlfinders and Blossom, and which helps many of the world's leading marketing agencies win new clients. Rainmaker now seeks a Director to lead a team of business developers and plan and direct new business campaigns for its clients. This is a great opportunity for someone wishing to move to the next level and join the best-resourced and most effective team in its field.

Reporting to the Senior Account Director, your primary remit will be the delivery of clients' growth objectives and the profitable development of their accounts.

You must have a thorough understanding of the new business environment in the marketing services industry and a passion for brands and marketing technique. You will have the character to consult with and handle demanding clients who expect high levels of pro-activity and delivery within challenging timeframes. You will be able to flexibly and creatively negotiate commercial outcomes. You respond well to pressure and have excellent social skills. You are a capable organiser, managing your own time and others efficiently, and possess meticulous attention to detail. In short, as the champion of your clients' brand, you're the type that doesn't make mistakes.

A broad commercial acumen is also important for this role. Rainmaker is particularly interested in people who challenge conventional thinking in the area of new business, and creatively find solutions that work for our clients. We are a company built on consensus and meritocracy, and as part of the director team you will attend board meetings and have a say in the direction of the company itself.

There is fantastic scope for development of your career at Rainmaker, and for the right candidate, a rapid progression of the remuneration package. You will receive excellent training, close support, and benefit from working in a well-designed, light, spacious office, among a community of over 60 intelligent and savvy new business professionals.

If you feel that you might be a good fit for this role, send your CV and a detailed covering note to James Porteous-Butler. For more information on Rainmaker and the other group companies, please visit: www.intelligentnewbusiness.com.