



Position Overview

Director of Client Services

The Company: **INtegrated Marketing Services ('IN')** is a full service marketing and promotions agency that delivers strategically designed and flawlessly executed customer marketing and consumer promotion programs. IN is looking for quality candidates for a Sr Account Executive position with one of our top clients in. If you have a passion for developing exciting shopper marketing promotions, a strong client service mentality and a desire to lead clients in strategic planning, this may be the opportunity for you.

We are a division of Advantage Sales and Marketing, one of the country's leading sales and marketing agencies specializing in outsourced sales, merchandising, category management, and marketing services to manufacturers, suppliers, and producers of food products and consumer packaged goods.

The Position: The Director of Client Services functions as the leader of strategic planning, execution, and communication for Client-based promotional programs at a specific national retailer or a group of regional retailers. Primary role is to provide leadership and critical thinking in the conception, development, sell-in, and execution of promotional program calendars in conjunction with Company and Client personnel. A successful Director will focus on planning, concept development, commitment to executional excellence, and delivering results that are in concert with Client and retailer initiatives.

Primary Job Responsibilities:

Develop strategic account-specific programs to promote Client's portfolio of brands
Orchestrate the execution of planned programs through field promotion management team
Cultivate strong relationships with Client sales team and provide consistent communication
Manage and report co-marketing budget
Establish relationships with key retailer contacts to facilitate program sell-in and execution
Administer reporting of in-market execution and effectiveness of promotional programs as well as working with Strategic Planning & Insights team to deliver post-promotional evaluations

Required Qualifications:

- Must have a Bachelor's degree or equivalent work experience. MBA preferred.
- 8-10 years in the role of leader/manager in agency or brand management, including experience in customer-specific marketing with national grocery retailers
- Five years of team supervisory experience
- Must be able to present effectively to large and small groups in a variety of settings
- Creative self-starter with strong organization, negotiation, problem-solving, and communication skills
- Committed project manager who can balance multiple programs and direct resources appropriately
- Intermediate to Advanced MS Office Suite skills
- Must be willing to travel

Are you passionate about Service Excellence, Results, Integrity, Entrepreneurial Focus and Leadership? These are our values at ASM. Come learn why "Winning Together" is more than just words on a piece of paper. It is the vision by which we live our mission as an organization: *"To create outstanding value for clients and customers through superior sales execution, operational excellence and innovative marketing services."*

For immediate and confidential consideration please contact:

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Principals only please

Advantage Sales and Marketing, LLC is an Equal Opportunity Employer and values workplace diversity.