

New Business Manager

Location: Denver CO - Downtown

Responsible for the development of new business accounts for which increased revenues/profits will be realized, while upholding the mission and values of the agency. A high degree of energy, commitment, initiative and enthusiasm is required along with a thirst for knowledge in the marketing arena. The ability to organize, prioritize, and meet sales goals is essential.

A successful candidate will also be an entrepreneurial, self-motivated, ambitious individual who is driven to succeed.

Essential Duties and Responsibilities

- Coordinates with Director of Accounts to define goals for new business development.
- Demonstrate senior level business acumen.
- Analyzes and monitors business landscape to capitalize on market/new business opportunities.
- Initiates and manages effective relationships with developed leads on a continuous basis.
- Manages multiple new business prospect engagements.
- Works collaboratively with New Business and other teams on RFP's, meetings, presentations, etc.
- Adjusts new business strategies to meet changing market and competitive conditions.
- Develops and maintains prospect database.
- Generates leads through sales activities including, but not limited to cold calling and networking.
- Prepares new business activity reports for senior management.
- Self-starter and highly-motivated even under limited supervision. Proactive and highly organized, with strong time management and planning skills.

Qualifications:

- Bachelor's degree required or equivalent work experience required.
- Two or more years of experience in developing new business accounts required.
- Advertising, Web, Branding, or Marketing agency experience required.
- Credible, confident and articulate, with good communication and presentation skills.
- Innovative and creative, with a concise, precise, and effective approach to problem solving.

Compensation:

- Base plus Commission

Send Resume and cover-letter to:

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Company Overview

FiG Advertising and Marketing is a fast growing award-winning full-service brand marketing agency, specializing in strategic, creative, and result-driven marketing solutions to business of all kinds. We have a mixture of clients within a broad spectrum of industries. We think that every business communications piece should look its best, but looks mean nothing without strategy and personality. Helping clients better connect with their customers is what we do.