

Bozell

BOZELL | CAREER OPPORTUNITY

Position Overview: MANAGER OF NEW BUSINESS DEVELOPMENT

Work with management to develop new business strategy. Initiate leads to keep the new business pipeline filled, prepare and present initial presentation, qualify opportunity and financial viability of account, develop presentations and proposals, presentation coordination and participation and negotiation and signing of contracts.

Responsibilities include:

- Managing the agency new business program
- Develop prospect/networking list and support materials
- Coordinate pitch materials
- Orchestrate new business presentations
- Champion new business effort within the agency

Skills & Qualifications

The qualified candidate will demonstrate experience in the following:

3+ years experience working as a new business development specialist at an advertising agency. Advertising and marketing sales development, superb presentation skills, exemplary writing skills, highly organized and excellent follow through, ability to analyze data and set program strategy, strong leadership skills to manage and grow business development capabilities. A strong working knowledge of digital marketing within a communication campaign.

Working with Us

We maintain a high-energy environment for people who are very passionate about what they do. We provide plenty of challenge and hard work, but in a casual and fun environment. We want people to have a positive attitude about their work and participate in something where their input is respected and appreciated.

If this sounds like the position for you, send us your resume, along with a brief message about yourself, your background, your career objectives and what you hope to get out of a career with Bozell.

Contact Robin Donovan: rdonovan@bozell.com

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Bozell is an Equal Opportunity Employer

