

Managing Director, Strategy

DeSantis Breindel is looking for a team leader, a relationship-builder, a change-maker. A partner to our executives and a mentor to our employees. As a leading B2B brand and marketing agency, we work to align brand strategy with business strategy—creating stories and experiences to engage customers, influence prospects, rally employees, inspire investors and build communities. As a strategy team, we're at the heart of that effort, uncovering unexpected insights and delivering game-changing strategies for our clients.

What you'll do

The Managing Director of Strategy must be a proven strategist, manager, and client partner. They must balance boardroom gravitas with everyday collegiality, to be able to persuade executives and mentor employees. We're looking for someone who is comfortable leading and collaborating with a team of strategists on initiatives such as:

- Research (Quantitative and Qualitative)
- Brand Strategy and Positioning
- Naming, Taglines
- Messaging
- Brand Architecture and Nomenclature Systems
- Content Strategy
- Journey Mapping/Customer Experience

The Managing Director of Strategy will often serve as the face of the firm, building new business and partner relationships, nurturing and expanding current client engagements, and authoring buzzed-about blog posts and white papers along with the strategy team. They'll not only inspire their team, but also inspire new products and service offerings—this is a position for someone who sees opportunities and makes them realities.

What we're looking for

- MBA in Marketing or related field preferred
- Minimum of 12 years' experience in a related position in Branding/Marketing, with relevant B2B client experience
- Must be an excellent written and verbal communicator, adept at presenting in front of small and large groups
- Must be a responsible and inspirational leader

Compensation

Base salary commensurate with experience, plus excellent leadership incentive compensation and benefits package.

About DeSantis Breindel

We're a leading independent B2B branding and marketing agency, a dynamic team of strategists and designers, filmmakers and programmers, doers and game-changers. We believe that B2B brands should drive transformation, and we work together with our clients to build brands and experiences that engage clients, influence prospects, rally employees, and inspire investors. From our base in New York City, we collaborate with clients around the world to turn critical inflection points into platforms for opportunity.

To apply, please send your resume to hr@desantisbreindel.com.