



## We Invite You to Apply!

### Managing Director of Client Strategy Opening, NYC

Do you excel in building, managing, & growing high-profile client relationships, while strategically identifying ways to expand the partnership? Have you been someone who's managed marketing program execution & has in depth knowledge of running a team? Have you worked on both agency & client sides of the business? If you can answer "yes" to the above then you could be the perfect fit for our **Managing Director, Client Strategy** role! Here, at the Ricciardi Group, fit is just as important as experience, and we thrive on finding the right team members to drive impact for our high profile clientele.

#### **Who You Are:**

- You thrive by diving feet first into new situations
- You have a strong marketing foundation with a client services & client development focus
- You've worked client side (required), and agency experience is a plus
- You've got Financial services experience (required), either from a marquee brand or emerging companies
- You love learning & creative problem solving at a rapid pace
- You're flexible & good at staying focused on outcomes to deliver results
- You welcome direct feedback, mentorship & an 'always be learning' culture
- You're a team player & future RG brand ambassador who is interested in growing with an expanding firm
- You're humble enough to do the hard work & serve with grit

#### **What You'll Do & Learn:**

- Lead & manage key client accounts while also playing a critical role on our new business team
- Nurture prospective clients and identify needs
- Collaborate with CRO on key new business pitches
- Define proposal scope & resource requirements
- Work with operations to monitor account profitability & health
- Responsible for timeline, execution and delivery
- Coaching and mentoring account team members
- Management of external account resources
- Work with high profile clients such as Refinitiv, Adobe, Splitit, BNY Mellon, Legg Mason, Morgan Stanley & more
- Be part of the .1% female owned & led ad agencies, committed to building diverse perspectives and experiences

**Ricciardi Group**, you'll be joining a fast-growing, B2B marketing agency that not only serves world-class clients, but also believes that you should be supported, cultivated, rewarded and challenged. We genuinely want you to grow both personally and professionally.

**Perks & Benefits:** Flexible Schedule ● Remote Capabilities ● Competitive Salary ● Annual Bonus ● 5% Commission on Sourced Deals ● Competitive Benefits ● Unlimited Vacation ● PD Budget