

# Director of Client Engagement

## A. Bright Idea | Q1 2024

We are lovers of lightbulbs and the color purple at A. Bright Idea. We are a team of superstars that enjoy working collaboratively and being together. The award-winning agency began as a home-based business in 1996 and through thoughtful and steady growth now operates three offices coast to coast. The woman-owned boutique creative agency prides itself on Madison Avenue ideas but with flexible options for our clients.

Different than competitors who add team members only when they win a piece of business and then lay off equal or more staff when a piece of business is lost, A. Bright Idea prides itself on finding the right team members to join the family and then find work to keep everyone growing. This means although you may have a niche skill, you need to be a strong generalist with a business mindset and spirit of selfless service to fit in.

The agency works across government, commercial and nonprofit organizations with deep experience in the chemical and biological defense, substance misuse and transportation sectors. The agency wants to leverage their public health, banking, education, automotive and transportation experience into new opportunities at the state, local and commercial sectors and leverage our years of experience working with the professional sports teams like the Baltimore Orioles to open new doors for our team.



## COME JOIN OUR TEAM!

### Director of Client Engagement

A. Bright Idea is currently looking for a Director of Client Engagement to create new revenue opportunities within the agency's footprint. ABI features a fast-paced, high-volume environment and is looking for the person in this role to effectively deliver new meaningful partnerships showcasing the agency's creativity and services within public relations, graphic design, advertising, and video production.

The ideal candidate for the Director of Client Engagement is someone with existing relationships who can open doors and assist the Executive team in securing companies that are an ideal match in the government and private sectors. Serving as an expert and point of contact for these new clients, you must possess deep experience in relationship building, customer service and adapting well with others. Contacts with Federal and State agencies is a plus and will be strongly considered.

An independent and critical thinker with a collaborative team spirit, the Director of Client Engagement is a visionary who understands the big picture and helps guide our team, which includes individuals with diverse backgrounds and expertise.

**This is a full-time salaried position with incentive compensation along with a competitive benefits package as well as additional employee perks.**

## Director of Client Engagement

### What You'll Do:

- Identify and engage companies in need of ABI's services across the US inclusive of the agency's three offices in Bel Air, Maryland, Burbank, California and Sonoma, California.
- Work independently across channels and with directors including marketing, social, digital and advertising to develop level of effort estimates, new client capability presentations and proposal responses.
- Support internal communication strategies and implementation while remaining in touch with key personnel from new and existing accounts
- Assist with the transition of business to the appropriate director and team to aid in the ramp up and execution of client work
- Possess the ability to present to small and large executive audiences on their own or collaboratively with other ABI leadership.
- Provide weekly and monthly updates to the Executive Team regarding pending client prospects and your overall activity.

### Position Requirements:

- Understanding of the creative communications industry
- Bachelor's degree or equivalent in marketing, communications, business administration or related field
- Minimum 10+ years sales experience
- Minimum 3+ years' experience working with a team with demonstrated ability in revenue generation

### Job Type: Full-time

Salary: \$100,000 per year plus a bonus plan based on revenue generation

### Benefits:

- 401(k)
- Dental insurance
- Employee assistance program
- Flexible spending account
- Health insurance
- Health savings account

- Life insurance
- Paid time off
- Vision insurance

**Schedule:**

- 8 hours minimum per day
- Monday to Friday

**Travel requirement:**

- Up to 25% travel
- Ability to commute/relocate

**Location:**

- Maryland preferred