.INVESTIS

Associate Director **Based in London**

Established in 2000, Investis is Europe's leading digital corporate communications specialist. We work with many of Europe's most successful companies, including more than a third of the FTSE 350. We provide a wide range of digital communications services for publicly listed companies from websites and interactive tools through to apps, mobile social media and consultancy. We are a very fast-growing company with offices in the UK, Italy, Germany, Finland and India.

The Role

As Associate Director you will help drive Investis growth as part of the New Business Team in our London Office. This role requires a professional who can identify and qualify new business opportunities in allocated FTSE sectors and overseas territories.

You will respond to client requests for information, proposals and presentations whilsting promoting understanding in the marketplace about Investis services and capabilities, with the end result of achieving client acquisition, total revenue and contractually recurring revenue targets.

The role includes the following Responsibilities:

- Preparation and delivery of sales presentations
- Work with internal teams to respond to competitive tenders for online communications services
- Manage relationships with important channel partners, mainly financial PR companies
- Execution of sales campaigns for new products and services
- Price and contract negotiation
- Deepen relationships and establish strong credibility with prospects
- Ensure the New Business Executve achieves targets
- Use the CRM tool and report regularly and effectively

The ideal candidate will have the following skills and experience**:**

- 5 years proven track record in selling web based solutions in the digital space
- Be target Driven
- Demonstrate strong consultative and negotiation skills
- First class Presentation skills
- Ability to construct and write compelling proposals
- Good knowledge of the web and ideally corporate communications
- Familiar with emerging trends in the digital space, in particular the emergence of social media and apps as tools for corporate communications

If you posses the skills and attributes demanded by this role and are looking for a fantastic opportunity to join the leading online corporate communications specialist, then send your CV with the reference: **AD0112 to** adam.gardner@investis.com.