

Send your application to:
jobs@digital-leadership.net

Partner

Europe-wide / Location-independent

Business is in your DNA. You are a decision maker who wants to build something and be rewarded accordingly. You have an established record of success in different areas of digital business, and have regularly achieved sales in the seven digit range. You have developed significant customer bases and work hard to maintain a strong relationship with those customers. Your customers know you to be steadfast and professional, and stay with you over the long term. You are a true leader, inspiring and persuasive, projecting a strong, professional image while still being approachable and fun to work with.

YOUR QUALIFICATIONS

- > 10+ years of relevant work experience
- > Excellent track record in the strategy & implementation of digital projects and programs (business, technology, marketing)
- > Ideally, experience as Senior Manager / Director / Associate Principal / Partner (or equivalent title) in an agency or business consultancy; entrepreneurial background welcome
- > Deep experience and expertise related to managing cross-functional teams and leading corresponding projects or programs throughout their life cycles
- > Strong customer relationships, which always value collaboration and partnership above all else: for you, working together is the only way it works
- > Superior listening skills
- > Strong intellectual and analytical skills
- > Ability to communicate complex ideas effectively, both orally and in writing.
- > Exceptional salesmanship coupled with deep knowledge of related content

WHAT WE OFFER

- > Entrepreneurial freedom & entrepreneurial remuneration
- > Outstanding colleagues and teams
- > Leading strategy models and processes
- > A unique opportunity, both entrepreneurially & personally, to attain and to further develop on a whole new level
- > A well established brand, infrastructure and references, all built on 10 years of success

YOUR RESPONSIBILITIES

- > Acquisition of new projects, with expected volume in the 6-7 digit Euro range >> Comprehensive customer support and communication, including as a sparring partner up to C-level
- > Assembly of teams drawn from our network of experts
- > Project planning, support and leadership
- > Implementation of projects with a typical life of 3-12 months (in certain cases, projects may last for years)
- > Team leadership, ensuring the highest levels of work quality and productivity >> Complete commercial accountability
- > Generating and maintaining follow up orders and aftermarket business
- > Building stable, supportive and long lasting customer relationships
- > Positioning and marketing Digital Leadership services

WHO WE ARE

Digital Leadership is a crossover of digital strategy consulting, incubator/accelerator and personnel placement experts based in Munich.

Major companies and startups throughout Europe access our resources for the relaunch and ongoing development of their digital channels.

With deep interdisciplinary understanding combined with strategy & execution capabilities, Digital Leadership has executed and growth-hacked digital ventures with business cases exceeding €100m.

We have a highly experienced staff of experts, and are proud of our knowledge and our unique approach to digital strategy development and innovation.

WHAT COMES NEXT

If you bring all of this with you, and like what we offer, we would really like to talk and find out if we are indeed kindred spirits.

Please send us your CV to jobs@digital-leadership.net, with a description of your past achievements / projects and a reference to this job posting.

We'll contact you as soon as we've seen your profile and put you on the shortlist.

We look forward to receiving your application, and to hopefully meeting and discussing things further.

www.digital-leadership.net

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