

About the role

The Business Partner is responsible for leading the strategic direction, growth and fiscal wellbeing of one of our major account groups. You'll promote and maintain our passionate and collaborative culture across your teams and the wider agency, setting expectations and enabling them to achieve strong results.

Clients will view you as a pivotal member of their team, seeking your counsel and valuing your input and knowledge of their business and industry.

Along with motivating your team to deliver brilliant work, you will be responsible for:

- Defining and leading business strategies and quarterly plans
- Driving double digit revenue growth and improving margins
- Identifying opportunities for partnerships and collaboration with new and existing clients
- Bringing in new business and growing the agency
- Managing pipeline visibility and weekly forecasting
- Continuously improving processes and procedures, implementing best practice
- Coaching and developing your team to progress, building cross-functional relationships and growing their expertise
- Helping lead the company as a member of the Leadership Team

About you

You will be skilled in quickly developing strong trust with senior client stakeholders, within and beyond marketing teams. Someone who is trustworthy, honest and dependable, you will also:

- Demonstrate visionary leadership and expertise within CX
- Possess strong commercial acumen
- Bring energy, resilience, positivity and motivation to your work
- Be calm in tough situations, pragmatic, and level-headed
- Be aware of competitors and proactive in maintaining a competitive advantage for your clients
- Embrace the role of a teacher, sharing your knowledge and experience
- Bring expertise in brand expression, campaign development, data strategy and native and programmatic communication
- Collaborate and network, inside and outside CX Lavender
- Possess compelling presentation and facilitation skills
- Be a forward thinker and a brave innovator

If you are an entrepreneurial business builder and an expert in digital and results-oriented marketing, then we want to hear from you! Please submit your detailed resume and cover letter to hr@lavender.ad