

## EVP, CLIENT SERVICES POSITION ANNOUNCEMENT

### **About ProSocial**

We use innovative, multi-platform campaigns to build audiences and shape public engagement for media and stories exploring a wide variety of issues, ranging from health and education to the environment and human rights. Our clients and partners range from media companies and influential individuals to national social enterprises and global business corporations—those who have the leadership commitment to address major social problems and bring about meaningful change. We build critical mass for high-impact social change, moving the needle on pressing issues and also helping our clients do well by doing good.

Grounded in research and leveraging our deep experience and relationships, ProSocial campaigns combine a top-down approach of leveraging the high visibility of media with a bottom-up approach of grassroots action from the independent and public sectors. We shape campaign strategies, develop campaign architectures, and manage execution of those strategies to maximize audiences and bring about lasting, large-scale social change.

### **About the Position**

The CEO is seeking a seasoned, results-oriented EVP, Client Services. This is a senior position within the company, reporting directly to the CEO. The EVP oversees a team of account staff and assumes an executive-level role on major client accounts and is responsible for the client relationship, strategy, execution, and profitability of ambitious social impact and audience building initiatives. The EVP should have experience leading teams, scaling services, and evolving a culture that fosters business growth and organizational well-being, and is passionate about social change. Working with the CEO, the EVP will lead business development with overall responsibility for driving high-margin revenue growth, and scaling the people, processes and infrastructure that deliver that growth, both in-house and through outsourcing.

The day-to-day operational responsibilities of the EVP will focus on the planning and execution of client engagements that deliver high-impact social change and superior economic value, to clients and to the firm.

This is an excellent opportunity for the right candidate, offering senior-level engagement with performance-driven social impact for high-profile clientele, direct exposure to the running and growing of a highly successful company, and long-term advancement potential.

### **Major Accountabilities:**

- ✓ Manage the ProSocial client pipeline, from lead generation and proposal development through client satisfaction and follow-on work, delivering superior results and high client satisfaction
- ✓ Develop the organization, human resources and infrastructure to satisfy the demand for ProSocial services with increasing productivity and building the capacity for accelerated growth
- ✓ Provide leadership and management to a team VP's, Directors and Coordinators in order to create and execute strategies and campaigns for client budgets large and small
- ✓ Recruit, develop, measure and reward direct reports, guide their staff management efforts and shape a high-performance, growth-seeking, results-focused culture
- ✓ Partner with the CEO in refining and evolving the growth strategy, developing and sustaining win-win business partnerships, and addressing enterprise-wide issues
- ✓ Accountability to the CEO for the Client Services team and key account performance
- ✓ Negotiating budgets and campaign details with clients, providing holistic strategic vision for clients and regularly identifying new opportunities for business and social impact

### **Essential Qualifications:**

- ✓ Minimum 15-year track record of success in campaign organizing, strategy consulting and management – client relationship building, P&L results, organization growth and people development – within a consulting firm, social impact organization, major corporation, media business or similar
- ✓ Senior leadership experience, including responsibility for growing ventures, business development and client engagement management, ideally in the field of social enterprise or media and entertainment
- ✓ MBA from a leading business school or similar Master’s degree in a business, social enterprise or media-related field, ideally with an emphasis on corporate strategy, grassroots organizing, campaigns or marketing and communications
- ✓ Proven management skills in the areas of strategy, marketing, finance, management systems and human resources; and exceptional skills in analytical and creative problem solving, team-building, people development, and verbal and written communications
- ✓ Excellent organizational leadership skills – successfully executing multiple projects, resolving conflicting priorities and delivering to tight deadlines in a fast-paced entrepreneurial environment, while commanding respect and building staff skills
- ✓ Mission-focused, values-based, results-driven leadership style, with demonstrated ability to work creatively in a fast-pace/high-growth small-midsized enterprise, and bring out the best in a wide array of people from diverse backgrounds
- ✓ An innovator, with a passion for serving clients, developing people, improving performance, and accelerating growth; with the wisdom to make appropriate judgment-calls under pressure and the flexibility to do what it takes with humor and compassion
- ✓ Passion for social change and the ProSocial mission, with results-producing, senior leadership experience in cause-related enterprises, media or social/political action campaigns

**Type:** Full-time, exempt

**Education:** Bachelor’s Degree required, graduate degree preferred in a relevant field such as an MBA from a leading business school or similar masters-level degree in a business, social enterprise or media-related field, with an emphasis on business strategy or marketing

**Location:** Los Angeles, CA

**Compensation:** Negotiable based on experience and qualifications. Additional performance-related compensation is available, based on personal contribution to net income growth and accomplishment of ProSocial’s economic goals.

**To Apply:** Interested parties should submit to [meredith@prosocialconsulting.com](mailto:meredith@prosocialconsulting.com): (1) Cover letter, outlining both the interest in and suitability for this position and (2) Chronological resume, including specific dates and results for each professional role and educational program, and any relevant honors, awards or affiliations

**ProSocial is an Equal Opportunity Employer.**