

MANAGING DIRECTOR

Basic salary: £DOE, to be reviewed after 6-months of service

Benefits: Negotiable Performance Bonus + Equity + 4-day working pattern option

Start date: Immediate

Location: office-based (Spitalfields, London)

Who we are:

We're one of London's fastest-growing independent positive impact creative agencies, Fox & Hare. We work with household names like easyJet holidays, The Big Issue, The Design Museum, Britvic Group, Revolution Bars Group, Action For Children, Buzzbike, Pepper Money, Countryside Properties and more.

What we're looking for:

A highly-credible Managing Director to oversee the full business operation. You'll be an excellent business strategist and leader with an in-depth understanding of how small/medium sized sustainability creative consultancies thrive. You'll have a pre-existing sustainability profile or one that you are ready to develop and grow.

This is an extremely important role for the consultancy, you'll be responsible for devising, implementing, and leading on the consultancy strategy to meet our growth aspirations. You'll be a hands-on and strategic leader, motivating your team of Directors - including Creative Director, Client Director, Comms Planning Director and sustainability consultancy team.

Reporting to the CEO and COO, this a huge opportunity for the right person to make an impact as we continue to grow, with plenty of freedom to grow and develop yourself too. We're incredibly ambitious and the consultancy seems to be growing bigger every day, so the right candidate must be super ambitious, full of energy and ready to knuckle down and make work happen.

Your core responsibilities will include:

- Setting the overall strategic direction of the agency alongside the CEO and COO.
- Play a key and hands-on role in driving new business lead generation and prospect proposal conversion.
- Working closely with the CEO and COO to effectively manage our people and nurture our positive and creative culture.
- Managing budgets / revenue / P&L alongside a Finance Manager.
- Continuous monitoring of the annual budget and ensuring that revenue targets are met.
- Building and maintaining a strong and consistent brand amongst clients and cultivating new and existing relationships.
- Creating new business leads and driving growth of our evolving and developing services offering.

- Increasing the visibility and brand profile of the agency.
- Managing, coaching, and developing your team.
- Managing resources, including the attracting, hiring and retention of employees.

What you will need:

- Experience in small/medium sized agencies, driving and leading them to meet growth projections and targets.
- Proven experience of consistently exceeding goals when it comes to revenue and profit.
- Extensive experience as a passionate and motivational leader, with an ability to influence and inspire.
- Excellent interpersonal and communication skills to develop close working relationships throughout the agency and externally.
- An entrepreneurial mindset, decisive and self-motivated, with the ability to be adaptable when required.
- You will have strong levels of emotional intelligence and impeccable soft skills.
- Excitement to take on new challenges every day, ready to roll up your sleeves and get your hands dirty when required.
- Most importantly though, you're kind and a nice person to work with.

Fox & Hare is an equal opportunity employer and encourages candidates from all backgrounds. We celebrate diversity and are committed to creating an inclusive environment for all employees.

Please visit <https://foxandhare.co> to find out more about the business.