



POSITION: ACCOUNT DIRECTOR

ABOUT KALDOR

Kaldor Brand Strategy & Design is one of Western Canada's leading independent communication design firms. Our mission is to provide sound brand strategy together with compelling and appropriate design solutions that bolster our clients' businesses and create new opportunities for growth. Founded in 1996, we focus on three client segments: educational institutions (UBC, BCCAT, VCC), corporations (Coast Capital Savings, NovaGold, TimberWest, Neuromed) and social/cultural organizations (Vancouver Art Gallery, ICASC). Our success is the result of attracting the finest creative and strategic talent, and creating a collaborative environment that realizes the potential of the team.

POSITION

Kaldor seeks an Account Director with a passion for brands, graphic design and business strategy. The candidate will be responsible for creating new accounts and developing and managing client relationships. The candidate will collaborate directly with the strategy and creative teams to ensure projects align with the client's business objectives and brand strategy.

PRINCIPAL ROLES

1. Establish trusted and enduring relationships with clients by serving as a consultant of value by ensuring the consistent delivery of inspired strategic thinking, creativity and exceptional client service.
2. Seek, identify and close new business opportunities aligned with Kaldor strategy.
3. Identify and foster new client relationships throughout the organization.
4. Prepare monthly and quarterly projections.

QUALIFICATIONS

A baccalaureate degree with a minimum of five years in brand marketing, design, sales or client service. Demonstrated ability to develop an in-depth understanding of client needs. The ability to write compelling proposals and correspondence. Exceptional presentation skills. Demonstrated experience in managing complex projects and a penchant for trouble-shooting and problem solving. Both a collaborative and entrepreneurial spirit.

TO APPLY

Send resume/CV to info@kaldor.com.
No phone calls please.
This is a full-time position in Vancouver, British Columbia.