

Digital and Creative Division Overview – Mortimer Spinks

Our multimedia and digital division provides clients with highly skilled candidates for contract and permanent roles. By combining industry and functional expertise, innovative use of technology and proven recruitment processes, we provide clients quickly with high quality recruitment service.

Overview of role

To win, deliver and develop business opportunities within digital sectors and technologies.

Key Responsibilities

- Generate fees of £20k (Perm and contract) per month
- Generate new business opportunities
- Provide coaching and training for junior colleagues in all skill areas
- Provide accurate weekly and monthly business forecast
- Manage business pipeline to meet monthly, quarterly & annual budgetary requirements
- Enforce cross divisional relationships & communication
- Push Team Activity and Productivity Levels
- Conduct meeting and presentations for any client situation including board level
- Implement Business Development initiatives

Level of experience

- Experienced in recruiting Creative Directors, Digital Account Managers, SEO/SMO/PPC, Web Development/Designer.
- Coaching and Mentoring experience
- Demonstrable track record of winning & delivering new business in the multimedia and digital arena.
- A leading biller with consistent revenue generation skills
- Excellent sales, negotiation and closing skills – best of breed level
- Extensive candidate and market knowledge
- Senior Level presenting skills
- A leading business and client relationship developer
- Able to push team activity and productivity levels