

Associate Director



Associate Director | North America

Corporate Citizenship

ABOUT CORPORATE CITIZENSHIP

Now 20 years old, Corporate Citizenship helps companies thrive by doing business in a sustainable way that benefits them, the environment and society. We believe in inclusive capitalism.

Already working with some of the largest and most influential brands in the world, we have advised 50% of the FTSE 100 companies as well as many in the Fortune 1000, along with small and medium enterprises (SMEs). Current and past international clients include: Abbott, Mars, Unilever, Best Buy, Cisco, Centrica, Del Monte, Diageo, Golden Agri, Santander, S&P Global, Nigerian Stock Exchange, and Sembcorp.

We work globally with companies through our teams in locations around the world (London, New York, Chicago, Santiago, Sao Paulo, Singapore and Melbourne), and we have undertaken projects across 45 countries.

We are also proud innovators including having founded LBG, the globally recognized measurement framework for corporate community investment whose network currently consists of more than 220 companies internationally.

Corporate Citizenship is part of Chime Communications, who transform businesses, brands and organisations through the power of sport, entertainment and communications by creating a lasting commercial and social impact.

We are seeking an **Associate Director** with experience in management consulting and innovative, mission driven business approaches to help grow and define the future of our North America business.

Our candidate will join and help lead a knowledgeable, enthusiastic and growing team. This position will suit a professional with a positive, entrepreneurial way of working, enthusiasm for team collaboration and a passion for the global sustainability agenda. You must be client focused, deliver core business solutions, strong communication, creativity, and strategic capabilities.

Job Description

Reporting to the Regional Director, North America, The Associate Director will be responsible for leading multiple projects, colleagues and client teams; developing

client relationships and new business through international networking and leadership; and designing and growing a new part of CC's business.

Key responsibilities

Shape the strategy for growth:

- Lead development of a new service or practice area for the business globally
- Contribute to the strategy for growth in North America by helping to shape thought leadership and define and engage target clients
- Generate new business through increased service offering to existing clients
- Lead on thought leadership by writing articles, speaking at conferences and events

Deliver outstanding client management and coach / mentor teams:

- Client lead for several clients managing multiple projects – with approximately 50% client delivery and 50% new business / thought leadership / other
- Manage client service delivery across service lines
- Proactively manage clients to broaden and deepen client relationships
- Network on an international scale to develop further new business opportunities
- Deliver work to a high quality in multiple disciplines and countries with no supervision
- Proactively mentor and manage colleagues' development within client teams
- Effectively manage client teams, projects and team members
- Define and manage budget responsibility on existing clients, including meeting and exceeding budget and profitability targets

Personal experience/ specification:

- A strong and positive vision for how to engage business in building a sustainable and inclusive future, given the enormity of the challenges we face
- 4+ years of management consulting at a top tier strategy consulting practice
- Track record of excellent client delivery, leading client engagements and teams
- Entrepreneurial, with strong commercial acumen
- Global experience and perspective is essential
- Strong leadership credentials, with judgment to inspire and develop individuals
- Attention to detail and operationally minded
- Clear strategic thinker, strong collaborator, and effective communicator

Terms and location:

A competitive reward package will be offered. The post is a full-time position, based in New York.