

ELLIOT MARSH LIMITED

PRINT CAREERS DIVISION

Search for an Account Director for a UK Print Management company

With Print Management companies the success story in the industry over recent years, there are several big players with whom it is a feather in one's cap to secure business with. One of these recently asked us to find them an Account Director to be based in the South West, on-site permanently at a key client's headquarters.

The role called for someone with the very highest customer focus and management skills. The brief was to be our client's chief liaison between them and their client, a leading UK retailer. The successful candidate would be expected to head up all major projects, appointing relevant personnel in his team to various roles, and ensuring that all print was delivered on time and to exact specification. Diplomatic skills were paramount, as was an ability to work under some extreme pressure, but one of the most important keys to the position was the confidence to tell the client if something wasn't possible and to suggest alternatives.

Our client was very exacting in the background of the individual they wanted – location had to be within thirty minute's drive maximum from their client's HQ, and this wasn't in a heavily populated area. Also, he or she needed to have come from the same role or similar from a handful of competitors – after consultation our client agreed to expand the list of potential companies to include POS manufacturers and marketing companies.

We identified several candidates with the relevant skills, experience and location and presented these to our client – there were three meetings (two of which with the retail client) and the eventual appointee has in a very short time been promoted into a higher position within the organisation.