

Marketing Services Manager

Printellect is one of Ireland's leading print service companies, with roots in the industry dating back to 1929. We have a large and diverse client base in the public, private and third sectors, and our longevity has been borne out of continual innovation in response to customer needs, and to the opportunities presented through technology.

Printellect is part of The Pierce Partnership, a collective of brand, digital and print service specialists with over 30 staff, and we are now seeking an ambitious individual to fill the position of Marketing Services Manager.

Role Purpose

The purpose of this role is to engage with and grow our blue-chip client base in helping clients to creatively, effectively and efficiently engage with their customers. By devising and delivering marketing communications programmes with print management support, the Marketing Services Manager will help clients to meet their strategic marketing objectives. Reporting to the Managing Director.

If you are interested in this role, please get in touch by sending a CV with a cover letter to recruitment@thepiercepartnership.com.

Closing Date Friday 27th October @ 4.00pm

On receipt of your CV, you will then be forwarded a separate monitoring form as part of the process.

No late CVs or CVs without a completed monitoring form will be accepted.

We are an Equal Opportunity Employer.

Job Description and Personnel Specification overleaf

Job Description – Marketing Services Manager

The purpose of this role is to engage with and grow our blue-chip client base in helping clients to creatively, effectively and efficiently engage with their customers, through marketing communications programmes with print management support; helping clients to meet their strategic marketing objectives.

Job Title	Marketing Services Manager
Reporting to	Managing Director
Job Reference	PPE/MSM/1017
Closing Date	Friday 27th October @ 4.00pm
Salary	Negotiable, depending on experience

ROLE DESCRIPTION

- Generate high quality leads that result in profitable new accounts or projects
- Understand client businesses and how we might add value
- Develop and execute new business proposals to deliver that value and maximise the opportunity.
- Make presentations to clients, and negotiate and close sales
- Coordinate appropriate Printellect resources to maximise the quality of each new business proposal
- Build good relationships with existing and potential clients
- Be 'visible' in the market through attendance at appropriate events and in appropriate networks
- Work with colleagues to help position the company for sales success through quality, creativity and strategic focus
- Proactively consider new ways of improving our offering
- Continually develop knowledge to ensure the company remains at the vanguard of marketing services for customer engagement
- Work with the team to achieve the company's performance targets

OTHER INFORMATION

- The position will be based at the company's offices in Belfast, Northern Ireland, with occasional travel within the UK & Ireland.

WE ALSO PROVIDE

- A competitive salary
- 30 paid holidays rising to 33 after 3 years (including statutory holidays)
- Contributory pension scheme incl. life insurance
- Healthcare scheme
- Training and development opportunities with 10% of your time focused on continued personal development
- Company-sponsored nights out
- Employers for childcare vouchers
- Cycle to work scheme

Personnel Specification – Marketing Services Manager

	Essential Criteria	Desirable Criteria
Education	Third level education in a business or marketing-related discipline	
Experience	Minimum of three years recent experience in a marketing agency or similar solutions and services environment	
Experience & Skills	<ul style="list-style-type: none"> • Experience of personally selling and driving significant marketing-related projects to delivery • Experience of successful consultative selling • Sound knowledge of consultative sales techniques and the sales process • In-depth knowledge of Microsoft Office and internet technology and application • Sound knowledge of the commercial marketing landscape in general • Prospecting, selling and closing skills • Commercial acumen • Interpreting client requirements and translating them to programs of work • Presentation skills with credibility at senior internal and client board level • Written, visual and verbal articulation • Strong interpersonal skills • Negotiation and problem solving 	
General Attributes	<ul style="list-style-type: none"> • Self starter with drive and tenacity • High degree of commitment, initiative and perseverance • Practical problem solving approach • Flexible and resourceful • Innovative and creative • Supportive, collaborative and encouraging • Open, honest and trustworthy • Willing to learn, lead and inspire 	
Other	<p>Full current driving licence and access to own car</p> <p>(This criterion will be waived where individual disability prohibits and / or where the candidate can demonstrate the effectiveness of alternative transport arrangements)</p>	