



Position title: Director

Summary of the Position:

The Director owns managing and creating success for every engagement. The Director is responsible for understanding the client's challenge, bringing the best Caprē Group team and managing the project through to delivery that creates impact and success for the client. Working in tandem with clients and Caprē's Principals, the Director manages both the big picture to ensure impact and the details to ensure on time quality delivery. In addition the Director plays an integral role in Capre's sales and marketing, identifying opportunities and selling Capre's ability to deliver accelerated and sustainable revenue growth for clients.

- Manage day to day aspects of the client relationship to ensure continued alignment, client satisfaction and outstanding business impact
- Lead and coach internal team to keep project on track, ensure roles and responsibilities are clear and create an environment where the team's full potential is brought to bear
- Act as a thought leader for the team to develop hypotheses, conduct strong analyses, and formulate insights and actionable recommendations for clients
- Create a nimble and flexible environment that will embrace challenges, eliminate barriers and brings new and innovative thinking and strategy to address client problems
- Ensure Caprē Group processes and tools are applied for each project
- Communicate in a clear and concise manner that influences action both within the team and with the client
- Provide active leadership in Capre's sales and marketing efforts through the identification of opportunities, leading the proposal team in development and presentation and successfully winning proposals with both existing and new clients

Qualifications / Experience:

- Seven or more years experience in brand or shopper marketing with a leading CPG company or marketing strategy consulting firm
- MBA strongly preferred
- Well-developed project management, problem solving skills, and creative thinking
- Excellence in ability to analyze data and create insights from both quantitative and qualitative sources
- Knowledge of, and passion for, shopper strategy and how it impacts business outcomes
- Ability to work as a team member and individually
- Superior communication skills, both verbal and written, along with the ability to influence, persuade, and ask the tough questions
- Ability to develop a strategy as well as execute the tactical implementation of that strategy
- Prior experience leading teams and enhancing team success through guidance, leadership, and active participation on internal and external client project teams
- Ability to cultivate existing and new client relationships
- Strong work ethic with desire to continuously learn and improve
- Prior experience selling consulting services is preferred
- Willingness to maintain a flexible schedule that may include overtime and travel (up to 40%)

Location:

The job is located at our Caprē Offices in Atlanta Georgia.

Salary and Benefits:

- Salary commensurate to experience
- Bonus up to 30% of salary
- Health benefits and 401K program offered

Contact:

For additional information about Caprē Group, please visit www.capregroup.com

If you would like to be considered for this position, please submit your resume via email to careers@capregroup.com

About Caprē Group:

Caprē Group is a high growth, preeminent sales and marketing capability consulting firm whose high-performance team and proprietary products and services enable breakthrough wins at retail for our clients. For over 10 years we have helped companies design, build and deploy new capabilities needed to drive impactful business results across the full path to purchase.

Our approach is to work collaboratively with our clients as a complement to their own teams, believing the most lasting impact results occur when lasting capabilities are built. Our consultants have extensive experience as leaders within major CPG companies, and understand intuitively how to help clients build breakthrough yet actionable and practical strategies and capabilities.

Our Values:

- People: We honor people and value teamwork
- Performance: We pursue excellence and execute with discipline
- Impact: We create value for our clients, community and industry
- Growth: We promote an entrepreneurial approach to sustainable success