



Account Director – Position Overview

Company Overview:

Davis is a leading Canadian supplier of branding, design and marketing services. We operate on the premise that successful business solutions are founded in strategic understanding of consumer requirements. In each case, our task is to work closely with our clients to help build their brands. We serve a broad range of market-leading brands for clients that include Kraft, Cadbury-Adams, Unilever, Post Foods, Church & Dwight, Wyeth and Neilson. Due to continued growth, an Account Director is required to complement our existing teams.

Reports to:

Vice President - Account Director, North America

Position Overview:

The successful candidate will actively manage all aspects of our relationship with one or more clients and develop relationships with referrals and prospects, as required. The ideal candidate:

- Is a brand and design consultant to his/her clients and secondarily, a salesperson. The position is reimbursed with a guaranteed base salary supplemented by a commission system and profit sharing.
- Is responsible for account sales and profitability through the development of marketing communication which is most frequently expressed through consumer packaging but may also include other mediums.
- Leads all projects for a Davis team that also includes direct reports (Project/Account Managers and Production Artists) and associates in strategy, design and administration using company's best practices, financial and project procedures and software to create and successfully complete jobs, timetables, costs inputs, and related changes.
- Thrives in a team environment (i.e. works in harmony with clients, designers & artists, peers, managers and suppliers) and can lead creative and administrative personnel with comparable effectiveness.
- Aspires to deliver quality in every aspect of design and service excellence and to continuously improve the ways in which he/she works and Davis works.
- Has experience with consumer marketing and packaging design and management and is conversant with applicable printing processes.
- Is computer-savvy, enjoys learning new computer applications and staying technically proficient with contemporary systems and communication applications.



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- Is an accomplished Mac user as well as having a general understanding of Adobe Acrobat, Illustrator and Photoshop. A baseline alternative is experience on MS Office including Word, Excel, and PowerPoint.
- Is an out-going person who functions equally well in receiving direction from clients and in being self-directed.

Skills and Profile:

- Cheerful and enthusiastic leader
- Excellent communication skills – spoken and written (including electronic), for dialogue with clients, staff and suppliers.
- Able to thrive in an environment that requires multi-tasking and changing priorities with detailed project turnovers and reports.
- Able and willing to commit the time situationally to meet surges in clients' requirements and workflow.
- Licensed driver.

Position will be headquartered in Mississauga servicing a U.S. client based in the New Jersey area. Regular travel within North America will be required with frequency estimated at weekly out-of-town trips some requiring overnight stays. Travel requirements ebb and flow to complement client requirements.