

# MANAGING DIRECTOR

*London*

*Six Figure Basic plus benefits*

This specialist outdoor advertising subsidiary of a diversified and highly successful media group is one of the leaders in its field, operating throughout Great Britain and employing almost 1,000 people. Following re-branding and consolidation of its regional operations and the establishment of a new sales office in London, the company now seeks a dynamic and visionary Managing Director to drive the business forward.

Likely to be London-based, but travelling frequently, the Managing Director will be responsible for supporting the activities of the Group Sales Director on national accounts and the five Regional Managing Directors on site development and local revenue growth. In a fast-growing and increasingly sophisticated industry, he or she will formulate strategic focus,

including developing opportunities and the exploitation of new technology, manage profit growth, staff and handle industry relationships.

Candidates will be commercially astute and highly numerate with a number of years' senior general management experience in a fast-moving and highly competitive industry such as the media or property sectors. Seasoned negotiators, they will be able to build relationships quickly with clients and key personnel, provide clear leadership and understand and communicate the financial imperatives of the business.

They will be imaginative in providing client-focused solutions but also possess the discipline and strength of character to move a well-positioned business forward in a growing market.



·FLETCHER·JONES·  
search and selection



Applications should be forwarded in the form of a CV and covering letter, stating current package and reference 00/25/MW, to Charles McGarry or Tania Rideout, Fletcher Jones Ltd, 150 Minories, London, EC3N 1LS, Tel: 0207 264 2272, Fax: 0207 264 2270, Email: [replies@fletcher-jones.co.uk](mailto:replies@fletcher-jones.co.uk)