

## Vested US Managing Director - Job Description

### Overview

Vested is a fast-growing integrated communications focused on the financial services space. One of the [top 10 largest financial agencies](#) worldwide, Vested is expanding rapidly and diversifying its business [internationally](#) as well as into [Venture Capital](#), [Technology Solutions](#), a media business and training. Vested's founders, Dan Simon (named a [Game Changer of PR](#) in 2017), Binna Kim (named [2017 PR Executive of the Year](#)) and Ishviene Arora (named [2018 PR Executive of the Year](#)) are overseeing this regional and vertical expansion and are seeking a transformative US Managing Director to help lead its multi-million dollar US business.

Now a \$8mm+ blue-chip US business in just over two years - with clients including [Morgan Stanley](#), Bloomberg, Elevate and others – Vested is looking for a talented Managing Director to help lead the US division of the [world's fastest growing PR agency](#).

With over 40 employees in the US, offices in London and San Francisco, and a 25-person team in Manila, Philippines, Vested is revolutionizing what a PR & Communications firm can be. Named one of the [Best Places to Work in PR](#), Vested aims to be the most valuable brand in financial communications.

### Managing Director - Role & Responsibilities

Vested is seeking a Managing Director with impressive experience leading financial services clients and a strong desire to make a big impact on a notable new agency. The ideal Vested MD is:

- Entrepreneurial - an individual seeking the upside of entrepreneurship without the start-up risk
- Hands-on - an opportunity to have a strong voice and POV on the direction of a top 10 agency, working alongside like-minded, dynamic and collaborative individuals
- Passionate - someone who inspires passion, dedication and loyalty in both their clients and team members
- Growth-minded - constantly anticipating and breaking through new levels of growth
- Financially nerdy - an intense interest and perspective on the future of finance and how communications can help shape it

As Managing Director, this individual will be responsible for:

Business leadership:

- Managing a multi-million dollar client portfolio - ranging from institutional clients to fintech disruptors
- Leading and delivering award-winning client campaigns - with responsibility for onboarding, retaining, and growing new clients
- Helping lead US business development efforts through networking, pitching new business, and supporting Vested's robust sales and marketing programs
- Identifying opportunities for further growth - through practice areas, programs/services, and client delivery
- Close management of P&L, maintaining revenue and profitability targets

Staff leadership:

- Managing teams of consultants - coaching and mentoring staff, making hiring decisions, and leading training/development programs
- Recruiting talented individuals

Benefits:

- Opportunity for equity participation in Vested
- Opportunity for equity participation in [Vested.Ventures](#) portfolio companies
- Profit-based bonus structure
- Unlimited vacation days
- Medical / dental / vision / 401k
- Profit sharing plan
- Flex policy
- International travel
- Uber and Starbucks accounts