

Agency Director

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Company: MiQ

Location: United Kingdom

Category: other-general

Role: Agency Director, International

What you'll do

We're MiQ, a global programmatic media partner for marketers and agencies. Our people are at the heart of everything we do, so you will be too. No matter the role or the location, we're all united in the vision to lead the programmatic industry and make it better.

As an Agency Director on the International Sales Team, you'll be an individual contributor with the chance to:

Navigate the global agency landscape at Holding Group level (e.g Publicis)

Become a trusted partner to key international / global agency stakeholders and leading MiQ's multi-market relationships with key contacts, alongside our EVP, Global Sales

Build a successful meeting rhythm with international agency stakeholders to identify areas of partnership and growth for MiQ

Work closely with MiQ local teams to update markets on global strategic opportunities, share best practice, and help to drive incremental local revenue growth via regular one-to-one communication and proactive involvement in our Global Accounts Community

Work closely with the Global Commercial Team to align your strategy to our wider global agency, client, product and commercial objectives

Scope out longer-term partnership opportunities with these agencies at a global level, creating sustainable commercial partnerships for our business.

What you'll bring

8+ years of working at a relevant global agency holding company in a senior digital role, or in a digital media organization leading global agency partnerships

Well established senior-level agency connections across key agency holding groups.

Ability to influence senior stakeholders to drive change

Deep knowledge of agency dynamics and ways of working

Expert comprehension of the programmatic ecosystem

Experienced in delivering global projects in partnership with local markets

Consultative approach to building relationships, critical thinking and problem solving

Commercial mindset and acumen

Exceptional verbal and written communication skills

Well organised in managing time and workload to meet business priorities

Aligned with MiQ's core values.

We've highlighted some key skills, experience and requirements for this role. But please don't worry if you don't meet every single one. Our talent team strives to find the best people. They might see something in your background that's a fit for this role, or another opportunity at MiQ.

If you have a passion for the role, please still apply.

What's in it for you

MiQ is incredibly proud to foster a welcoming culture. We do everything possible to make sure everyone feels valued for what they bring. With global teams committed to diversity, equity, and inclusion, we're always moving towards becoming an even better place to work.

Values:

Our values are so much more than statements. They unite MiQers in every corner of the world. They shape the way we work and the decisions we make. And they inspire us to stay true to ourselves and to aim for better. Our values are there to be embraced by everyone, so that we naturally live and breathe them. Just like inclusivity, our values flow through

everything we do - no matter how big or small.

We do what we love - Passion

We figure it out - Determination

We anticipate the unexpected - Agility

We always unite - Unity

We dare to be unconventional - Courage

Benefits:

Every region and office has specific perks and benefits, but every person joining MiQ can expect:

A hybrid work environment

New hire orientation with job specific onboarding and training ● Internal and global mobility opportunities

Competitive healthcare benefits

Bonus and performance incentives

Generous annual PTO, paid parental leave, with two additional paid days to acknowledge holidays, cultural events, or inclusion initiatives

Employee resource groups designed to connect people across all MiQ regions, drive action, and support our communities

Apply today

Equal Opportunity Employer

E-Verify Employer

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