

Holm Marcher & Co.

Business Partner for SapientRazorfish

SapientRazorfish is looking for a strategic Business Partner, who is ready to create ensure great results and be a part of the managing team in their new Nordic 'Power House' in Copenhagen.

About SapientRazorfish

SapientRazorfish is a new breed of transformation partner designed to help companies reimagine their businesses for the connected world. The digital consultancy agency is based on one of the most famous digital agencies in the world, DigitasLBI, and they are now building a Nordic 'Power House', going full blown into both the Danish and the Nordic market. For this, they need strong leaders for the managing team at the Copenhagen office.

With more than 25.000 people and 50 offices around the globe, the agency offers their clients a unique advantage in the world of digital transformation across marketing, digital and strategy consulting along with technology services. Furthermore, their capabilities span business model strategy, growth, new digital product and service innovation, customer experience, IT modernization, omni-channel commerce, data strategy and advanced analytics among many others. Due to the agency's Nordic presence, they serve clients as Nilfisk and Grundfos, and they now strive to expand further by providing their Nordic clients unique expertise and services from a wider team of both local and international specialists.

To secure a successful beginning in their Nordic office, and assist their clients' brands', businesses and consumers, SapientRazorfish is now looking for a Business Partner who can maintain and develop personal and frequent interactions with key stakeholders, as well as be a part of the managing team in Copenhagen.

The position

SapientRazorfish is looking for a Business Partner to their newly opened office in Copenhagen with great strategic understanding of clients' needs and wants. As Business Partner, you will be part of the Nordic managing team, and influence the strategic direction and development in the Nordic office. You will work with establishing personal relations with clients in order to provide them with the best possible results and services.

You will be responsible for managing multiple lines of business within a single client relationship, or managing multiple clients through the ability to understand client marketing and business objectives besides develop high-level strategic plans. You have great customer insight and understanding, and will support the agency's financial goals by growing accounts and nurturing new relationships.

The position proposes frequent workshops with clients and a huge amount of responsibility. As a leading role within the agency, you will be in charge of balancing the clients' needs with the agency's agenda to become an integrated marketing expert.

Your Profile

As a new Business Partner, you are talented and know your course-adjust depending on audience's level of digital maturity. You work effectively with own projects and in collaboration with colleagues, and you have high ambitions for all of your performances and achievements.

You are analytical and have excellent knowledge of digital business transformation, marketing and platform development. Moreover, you come with 8-15 years of experience from either business consulting, an IT company or from another agency. You possess strong negotiation skills and have a proven track record in developing client relationships at C-level within either technology, CMS/software, digital business transformation or similar.

Furthermore, you have experience in both selling and delivering complex multi-million DKK solutions, and a strong understanding of commercial models and contract development.

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As the agency is globally represented, you possess excellent written and verbal communications skills, both in English and Danish, and you are comfortable in speaking from a position of knowledge to clients and the industry.

As a person, you are confident and can easily present and work with clients. In addition, you have outstanding presentation skills, thus know how to explain content and ideas, and you possess natural leadership abilities. You find it easy to interact with other people and have a great amount of empathy.

Finally, you see yourself as a part of an excellent Client Service Director team, can contribute with great strategic customer understanding and you want to represent one of the most famous global digital agencies.

Interested?

If you want to know more about the position, you are welcome to contact Klaus Markholt-Hansen on mail:

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