

Would you like to become part of a rapidly growing team with an exceptional client portfolio? We are seeking an ambitious client director who will help drive the success and continued growth of our company.

Client Director

Our Essence

Epiphany is, as we like to call it, a Research Based Consultancy. Our passion for marketing and facts has shaped our mission 'to find the human perspective that empowers transformation'. Since 2016 we are creating impactful insights for some of the world's most ambitious and renowned brands in retail, finance, FMCG and more. We put the consumer's perspective at the center of decision making and we strive to take research and strategy to a higher level. Today, we are an Amsterdam headquartered, international and fast-growing company with a team of 50+ dedicated people.

Epiphany Needs you

Since our goal is to triple revenue in the next couple of years, the client director will be a key role in the organization. With our unique value proposition of combining deep human understanding with solid expertise in marketing strategy to help clients unlock their pathways to growth, we are confident that our goal is – except for being challenging – also feasible. In short, the client director will oversee project delivery, inspire and develop teams and build and expand client relationships.

As a client director, you are

- **Client focused.** You are responsible for obtaining and maintaining long term and meaningful relationships with key clients by being a trusted advisor, and inspire through thought leadership. You are able to lead the accounts in a mature and nimble way. You're a good listener and understand the challenges of our clients which you are able to convert to projects for Epiphany.
- **People minded.** You'll mentor and grow the team that supports you in achieving success as the best client-servicing team in the industry.

- **Quality focused.** you're responsible for project delivery and making sure our work is of the highest quality and meeting (exceeding) client demands. You are able to manage a (project) team with different expertises to service the client in the best way possible.
- **Business oriented.** As part of the leadership team, you will also contribute to the wider strategy of Epiphany RBC as well as the work environment that is supportive, inclusive and caring.

What we are looking for is someone

- With strong team building and people skills.
- Is commercial in thinking and doing.
- A proven track record of (target driven) account management experience.
- A solid understanding of research based marketing consultancy.
- A compelling storyteller, strong communication and interpersonal skills.
- Someone who is comfortable with data, and is able to "connect-the-dots".
- Hands-on and proactive.
- Is fluent in both Dutch and English.
- Someone who is eager to learn, inspires, takes the stage, and someone who will toast to a successful week with us.

What We're Offering

- The unique opportunity to have a serious impact on a growing company and our people.
- A base salary – according to your level of seniority- of 100K per year on a full time basis.
- A bonus scheme.
- A fun and diverse workplace. We strongly believe in the strength of combining unique values and opinions of people from different cultures and backgrounds.
- The opportunity to work in an inspiring office at the Silicon Canals of Amsterdam.
- Company benefits like lunch at the office, Friday afternoon drinks, a yearly trip and boating on the Canals when the weather allows us to.

Are you interested?

Have we sparked your interest, and do you feel you are the person we are looking for? Great! Send us your resume and cover letter to christiaan.puper@epiphany-rbc.com.

***Epiphany: The sudden realization of the essence
or meaning of something***

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