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# Your chance to take care of the brands that are taking care of the world.

08/12/11

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## **Business Development / Account Executive – integrated agency – Brighton**

Neo is a communications agency with a difference. We only work with organisations that are changing the world for the better – charities, social enterprise and green business included. We're now looking for a highly motivated individual with similar values to deliver our new business strategy and help us expand the work we do.

Working closely with the Managing Director and Account Director, you'll help implement a strategy to increase the volume and scale of projects we work on in 2012/13. Key to this will be creating and nurturing client relationships – on the phone, in person and online. An interest and ability to work with database systems would be useful.

In addition to new business responsibilities, you'll also help strengthen existing client relationships by project managing work – writing project plans and budgets, scheduling work and being the main point of contact for clients.

You'll need to be able to spot and create new opportunities and then turn them into revenue within a marketing or communication agency. Naturally, you'll be a great communicator – able to confidently represent Neo at industry events and deliver a tailored sales pitch to clients. An interest in the not-for-profit and social enterprise sectors is also essential.

If this sounds like you – and you like the sound of what we do – please send your CV, current salary and a brief explanation of what you could offer Neo to [jobs@weareneo.com](mailto:jobs@weareneo.com)

Closing date: 20th Jan 2012

[weareneo.com](http://weareneo.com)

Absolutely no agencies please.

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### Neo

8 Beaconsfield Studios  
25 Ditchling Rise  
Brighton BN1 4QL  
United Kingdom

+44 (0)1273 600 500  
[talk@weareneo.com](mailto:talk@weareneo.com)  
[weareneo.com](http://weareneo.com)