



General Manager, Kansas City

Fleishman-Hillard, recently recognized by *The Holmes Report* in its annual agency workplace survey as the best large agency to work for, is seeking an experienced leader for the General Manager position in our Kansas City office. The FH KC office is the largest public relations agency in the market, and one of the largest and most successful in the Fleishman-Hillard global network. The office is a regional and global center of excellence for several areas of communications practice, including corporate affairs, marketing, biotechnology, healthcare, food and agriculture, animal health, branding, interactive, design, technology, and multicultural communications.

In its 31-year history, the office has earned a reputation for delivering award-winning client work; attracting and retaining a diversely talented staff that thrives on teamwork; successfully pursuing new business across the region as well as globally; and maintaining high visibility throughout the community through extensive volunteerism and pro bono initiatives.

The General Manager will have responsibility for strategic planning for the office; oversight of client relations and new business development; staff recruiting and career development; community involvement; meeting financial targets related to growth, revenue delivery, and profitability; and all aspects of office management.

At Fleishman-Hillard, our General Managers offer expertise across a broad range of public relations practices, as well as demonstrate excellent management skills, including the ability to coach, motivate, lead and inspire their teams.

Responsibilities

The General Manager will have responsibility for all aspects of the growth and success of the office, including the following:

- Developing a strategic plan for the office that differentiates it in the marketplace, establishes centers of excellence within the market and FH network, and positions it to meet emerging client needs.
- Serving clients at a high level and meeting clients' expectations for superior service and results.
- Recruiting, orienting, developing, and motivating employees to do their best work and provide rewarding career paths.
- Identifying and developing new capabilities and areas of growth.
- Participating actively in the new business process, leading major pitches, where appropriate.
- Meeting financial targets and running an efficient, profitable, high-performing organization.
- Developing succession plans for account and office leadership.

- Representing the company in the community and in professional forums.
- Serving as a leader within Fleishman-Hillard, accepting corporate assignments, and serving as a model for the company's values of collaboration and teamwork, excellence in client service, respect for the individual, and ethics.
- Establishing a strong working relationship with the Executive Vice President and Regional Director of FH's Central Region that encompasses Kansas City, Chicago, Minneapolis, and St. Louis; assume regional assignments and responsibilities, as needed.
- Developing effective partnerships with members of the FH corporate support team, including the regional new business director, regional financial director, and Talent Development (human resources) liaisons.
- Establishing relationships and serving as a primary relationship manager with other FH offices and agencies within the Omnicom network.
- Identifying and securing strategic speaking and thought leadership opportunities to market the firm, including, (but not limited to, innovative ways to represent the firm to the Kansas City (and broader region) business community, as well as nationally and globally.

Qualifications

- Strong analytical skills, including the ability to direct a strategic planning process for the office that differentiates it, encourages the development of new capabilities, and positions the office for growth.
- Proven track record in business development, including an ability to develop relationships with clients at the executive level, guide proposal development, and participate effectively in new business presentations.
- Excellent management skills, including the ability to recruit, direct, coach, motivate, and effectively lead a team.
- Facility with numbers and operations, able to use data to inform decisions affecting capital investment, compensation, and account staffing models.
- Ten to 15 years of large agency experience, demonstrating success in each of the areas listed above.
- Deep experience in at least one of the following areas of practice – corporate communications, marketing communications, healthcare, branding, interactive, animal health or food/agribusiness.
- Familiarity with the Kansas City business environment and a strong network of business contacts within the market is highly preferred.
- Ability to establish collaborative working relationships with colleagues across the FH network.
- Desire to work in an entrepreneurial environment that is part of a strong global network.

Fleishman-Hillard's reputation for superior quality, creativity, and results is the foundation of our distinguished status in the industry. We offer a competitive salary and superb benefits, including medical/dental/vision, life/disability insurance, paid holidays, and a 401(k) plan with a significant company match.

Please do not contact the Kansas City office directly. Only resumes submitted through this Web site will be considered.

Linked in: <http://www.linkedin.com/pub/1/315/2ba>

Twitter: <http://twitter.com/maryczar> Fleishman Hillard's recruiting

blog: <http://standout.fleishmanhillard.com>