

# Venezuela Jobs Expertini®

## Head of Clients and Markets - Latin America and the Caribbean

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Company: Dentons

Location: Venezuela

Category: other-general

We are looking for an enthusiastic, results oriented professional who understands the professional services industry, to lead Dentons' regional Clients and Markets, Marketing and Communications area in Latin America and the Caribbean ("LAC"). The position is responsible for the development, implementation and monitoring of the Clients and Markets, Marketing and Communications plan for the region to maximize opportunities. The role involves close interaction with the regional CEO, with other members of the LAC team, and with the Firm globally to drive engagement between the region and the broader Firm, capitalize on best practices, resources, funds, events, and campaigns.

### Key Responsibilities

#### Planning and advice

- Develop and drive implementation of the regional plan for Clients and Markets, Marketing and Communications, aligned with our global strategy and regional priorities.
- Advise LAC Leadership and partners on opportunities, initiatives, and campaigns, and support local implementation.

#### Regional Client Development Initiatives and Proposals

- Ensure knowledge of our clients, markets, and market trends and advise on targets and strategies to position the region, including via business intelligence, client surveys and coordination with Finance.

- Coordinate the preparation of regional or firmwide client proposals and presentations ensuring (i) a consistent go-to market approach in line with our global and regional strategies, the Dentons' brand, and our value proposition, and (ii) that processes and best practices are followed.

### **Represent the region in Dentons' global forums**

- Represent the region as a member of the global Clients & Markets, Marketing and Communications leadership team, actively participating in meetings and initiatives to ensure the region (i) contributes to shaping the global strategy and (ii) engages in the execution of global initiatives and leverages global resources so that those can be efficiently shared with and leveraged by the region and each of its members.

### **Lead Clients and Markets, Marketing and Communications area in the region**

- Work in a decentralized model as functional lead to (i) support on recruitment and onboarding processes for new hires (ii) ensure global, regional and local initiatives, campaigns and best practices are shared and leveraged in the region, (iii) ensure leveraging of knowledge and resources to optimize directory and award recognition, and (iv) facilitate efficient digital marketing activity.

- Ensure availability of up-to-date regional materials and resources (credentials, key contacts and other sales materials), facilitate support to regional practice and sector leadership, support the planning and preparation of profile-raising activities, lead internal and external communications at the regional level, and coordinate the organization of regional and global meetings.

The above list is not exhaustive, and the position includes any other responsibilities that are inherent to the position, like budget preparation and monitoring, reporting, etc.

### **Requirements**

- Marketing, business administration, or legal training.
- Business development experience in professional services firms for at least 10 years, or legal experience in law firms for at least 5 years with additional commercial training.
- Proactive, problem-solving and collaborative outlook with a focus on execution and results.
- Strong organizational skills.

- Ability to influence and engage with different stakeholders, including building relationships within a diverse organization and coaching a diverse team to enable common focus on common goals.
- Experience presenting and facilitating effective meetings.
- Ability to work under pressure and manage conflicting demands.
- Strong intellectual rigor and commercial awareness.

#### Languages

We are a truly global firm and, as such, we are always looking for multilingual talent. Ability to work fluently in English and in Spanish is a requirement. Other languages, particularly Portuguese, are a plus.

#### **Firm Overview**

Across over 80 countries, Dentons helps you grow, protect, operate and finance your organization by providing uniquely global and deeply local legal solutions. Polycentric, purpose-driven and committed to inclusion, diversity, equity and sustainability, we focus on what matters most to you. .

#### **Diversity & Inclusion**

Essential to our success as a global law firm is our ability to attract and retain the best talent from a diverse range of backgrounds. We want a work environment where everyone can reach their potential and we have an inclusive culture which respects individual differences. We undertake and support a number of internal and external initiatives aimed at increasing diversity within the profession and we encourage all our partners and staff to get involved. We welcome you to learn more about diversity and inclusion at Dentons.

#### **Equal Opportunities**

Dentons is committed to providing equal opportunities for all. We welcome applications from candidates with disabilities and support those in the workplace who have a disability.

#### **Benefits**

A remuneration and benefits package will reflect the successful candidate's experience and country where hired.

*Disclaimer: Please ensure when applying for this role that you are legally eligible to work/live in your preferred location. Visa sponsorship or relocation costs will not be provided.*

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