

CLIENT DIRECTOR

FULL-TIME, REMOTE

So, what's PitchMaps?

PitchMaps is a strategy consulting firm that only does one thing: we help some of the most complex businesses on the planet explain the real meaning and value of what they do. Our clients range from fast-growth tech startups to Fortune 500s. They're located everywhere from San Francisco to New York to London, Zurich, Buenos Aires, Tel Aviv, Cape Town, and beyond.

And what's the job?

Your job is to help CEOs, VCs, and PE firms find a more compelling go-to-market message for the companies they lead. On any given day, you'll be grappling with new innovations in areas like cybersecurity, fintech, global supply chain management, or how physicians can better care for chronically ill patients between office visits. Your work here will include project leadership, client management, research, strategy, concepting, brand positioning, and copywriting. This means interviewing business leaders, analyzing competitive messaging, uncovering differentiators, bringing wit and insight to complex business issues, presenting work, and leading teams.

You'll know you're right for the job if:

- **You thrive off the energy of presenting to a boardroom** (or Zoom room) full of C-level executives, fielding the difficult questions, and coming home with the win.
- **You're fascinated by business**, but you hate the way companies communicate with all their bland corporate-speak.
- **Truth matters a lot to you.** You're honest to a fault. Candid, but kind.
- **You work really well alone** and completely lose track of time when you dig deep into a new trend or technology you knew nothing about yesterday.
- **You work really well with people**, because you love collaboration and ideation sessions – whether you're working with the team on a company's positioning or helping a colleague decide between their two favorite headlines.
- **You start things**, because you're highly motivated and don't wait to be asked.
- **You finish things**, because you're highly conscientious and committed.
- **You don't know it all**, but you want to learn it all.

What we're looking for (requirements):

- High performance and high integrity
- Extreme attention to detail
- Sharp interpersonal skills – with empathy, candor, and humility
- Bachelor's degree in Business, Marketing, or similar
- Proven aptitude for research and writing, demonstrated by your academic achievement – undergraduate cumulative 3.75 GPA minimum (will be verified by official college transcript)
- 10+ years of experience in management consulting or a creative agency (client leadership track)
- Executive presence and professional appearance
- Positive attitude and collaborative mindset
- Located in US Eastern or Central time zone

What we're offering:

- **High-impact, strategic-level work** – you'll be consulting with CEOs and other senior leaders on brand messaging and positioning that will shape the future of their companies
- **Flextime work schedule** so you're free to work when you work best (night owls, early birds, etc.) and can improve your work/life balance
- **Remote work environment** so you can work wherever you work best (home, café, park, etc.)
- **New MacBook Pro every 3 years** – you'll be set up with a brand new Apple laptop (company-owned)
- **Competitive compensation** + opportunities for career advancement
- **Full health benefits** – company-sponsored health, dental, vision plans, and life insurance
- **401(k) with 4% match** – eligible after one year
- **30 days off:** 15 days PTO, 10-day paid company break, 5 paid holidays
- **Paid sabbatical:** 5 weeks off every 5 years
- **Paid parental leave:** 6 weeks paid (plus 6 weeks unpaid) for primary caregiver, 2 weeks paid for non-primary caregiver
- **Mentoring and professional development** – including proactive coaching and quarterly check-ins
- **Company-wide events** – e.g., PitchCamp company retreat, Braves baseball game

PITCHMAPS[®]
FIND YOUR MESSAGE

Interested? Send your cover letter, resume (with undergraduate GPA), and writing samples to careers@pitchmaps.com. Please note, applications that do not include these items or meet listed requirements will not receive a response.