

Jigsaw Talent Solutions

<https://jigsawtalentsolutions.co.uk/job/client-development-director-70-80k-35k-bonus-live-event-agency-b2b-internal-comms-specialists-london-wfh/>

Client Development Director – £70-£80k +£35k bonus – Live Event agency – B2B internal comms specialists – London/WFH

Hiring organization
Jigsaw Talent Solutions

Description

Most “senior” roles in agencies are dressed-up account management.

Maintain. Deliver. Repeat.

This isn't that.

This role has evolved.

This is about growth.

Not waiting for briefs.

Not sitting back on a comfortable £1m portfolio.

Not being “relationship nice”.

This is about spotting opportunity, creating momentum, opening doors and turning conversations into revenue.

The agency?

£16m turnover.

38 very capable people.

Serious reputation in delivering proper events within the B2B sector.

Conferences. Leadership events. Internal comms programmes that actually shift behaviour.

They don't do noise.

Employment Type

Full-time,

Industry

Live events agency

Job Location

London/WFH

Base Salary

£ 70,000 - £ 80,000

Date posted

February 12, 2026

They don't do fluff.

They do impact.

Now they want someone who can take a £1m portfolio and build it to £3m.

But this isn't done by being reactive.

It's done by being commercially sharp.

This role needs someone who genuinely understands sales. Not in a cheesy, hard-sell way. In a proper way.

Someone who listens before they pitch. Who knows the difference between being busy and actually moving something forward. Someone comfortable picking up the phone, re-opening conversations that have gone quiet, and starting new ones from scratch.

You'll be owning senior client relationships end to end, spotting cross-sell and upsell opportunities, building a structured pipeline and turning a solid portfolio into something much bigger.

This isn't a babysitting role. And it's not for someone who hides behind delivery.

It's for someone with hunger. Commercial instinct. Energy. Confidence. Credibility in the events space.

And that quiet, no-drama, get it done mentality.

If that sounds like you, click apply and let's have a confidential chat.

Who knows where it will take you.

Don't worry if your CV isn't up to date, we can deal with that later.

Oh, I also run a £1k recommend a friend scheme, so please feel free to share with your connections.

****Jigsaw Talent Solutions does not discriminate on the basis of age, disability, gender reassignment, marriage and civil partnership, pregnancy and maternity, race, religion or belief, sex, and sexual orientation. All qualified applicants are actively encouraged to apply****