

Political Consultant

Role: Equity Partner Track

Reporting to: Owner

Job Location: TBD

Full-time, Commission

Note: This is a career opportunity for a proven political consultant with business development experience seeking ownership in our company. Non-Disclosure and Non-Compete are required.

Overview

Ozean is seeking political consulting talent with proven business development experience in the Republican / Conservative market and who has the ambition to be a senior strategist, company leader and shareholder in a successful, employee owned political consulting firm.

This is an opportunity for someone interested in merging their existing practice (and employees) into Ozean or re-entering the dynamic world of political consulting from a senior position currently held in the public affairs, government, or corporate marketplace. We are open to a small firm acquisition, single-shingle merger or hiring a senior-level individual with agency experience.

Our ideal candidate is likely currently employed, but eager for new opportunities for professional, business, and leadership growth. You would enter the firm as a Partner, working alongside the current Managing Partner, and with the opportunity to become a company shareholder within 24 months. Salary, commissions, bonuses, and benefits are all competitive and subject to negotiation based on circumstances of the hiring, acquisition or merger.

Primary Responsibilities:

Clients

- Demonstrated ability to successfully manage accounts, clients and major projects
- A passion for politics, campaigns, communications, and policy

Marketing

- A proven ability to originate new business and retain client relationships
- The desire to build, renew and maintain a professional reputation and network

Leadership

- Demonstrated knowledge of the political consulting industry
- Desire to grow a small business
- Desire and ability to attract, retain and manage people

Required Experiences / Qualifications

- Political, Public Relations, or Public Affairs and business development – 5 years
- Ability to comprehend the Ozean offerings and to communicate our value proposition to prospects
- Knowledge of commonly used concepts, practices, policies, and procedures within the political consulting industry.
- Must interact effectively with all levels of management and staff, internally and externally
- Must be accountable, professional, courteous and motivated, and must work well individually or as a member of a team
- Excellent presentation skills, verbal and written communication skills, and interpersonal skills
- Excellent computer skills, Proficient in Microsoft Office products (Word, Excel, Powerpoint)
- Strong Internet research skills required
- Self-starting with solid follow-through
- Highly motivated with a strong desire to succeed
- Relies on experience and judgment to plan and accomplish goals

Preferred Experiences / Qualifications

- 5-10 years of experience in a similar role, with business development track record
- Bachelors degree or equivalent, preferably in related field
- Data Analytics familiarity
- Experience developing and writing strategic campaign, public relations, or public affairs plans

At Ozean, we hire great people and are building a high-performing team and dynamic company culture around a shared vision and values.

Our Purpose:

- *Navigate to Victory – even the hard ones.*

Our Mission:

- Ozean Media will understand and shape political environments to achieve and maintain victory for trade associations, conservative causes, conservative ballot initiatives, and Republican candidates.
- We will maximize talent, relationships, partnerships, and technology; we will not tolerate waste in any area so that we can reinvest in and grow our company.
- We will be recognized experts in our field and we will improve constantly.

Our Values:

- *Loyal, Honest and Candid, Discrete, Data Driven, Accountable, Focused, Independent, Growth Orientated*

You can read more at: <http://ozeanmedia.com/about/>