



<https://www.execcapital.co.uk/job/director-of-search-marketing/>

## Director of Search Marketing

### Description

**Job Title:** Director of Search Marketing

**Location:** London, United Kingdom

**About Us:** Our client is a leading fintech company based in the heart of London. They specialize in financial insights, with a mission to revolutionise the financial industry through innovative solutions. As they continue to grow and expand, they are looking for a dynamic and experienced Director of Search Marketing to lead their digital marketing efforts.

**Job Summary:** We are seeking a highly motivated and strategic-minded Director of Search Marketing to join our team and take charge of our digital marketing efforts. In this role, you will be responsible for developing and executing a comprehensive search marketing strategy to drive traffic, acquire new customers, and increase brand visibility. You will lead a talented team of professionals, manage our digital advertising budget, and play a pivotal role in shaping our digital presence within the fintech industry.

### Responsibilities

- **Strategic Planning:** Develop and execute a results-driven search marketing strategy aligned with our business goals, including SEO, SEM, and PPC campaigns.
- **Team Leadership:** Lead and mentor a team of search marketing specialists, providing guidance, training, and performance evaluations.
- **Budget Management:** Manage and optimize the digital marketing budget to maximize ROI, monitor campaign spending, and ensure cost-efficiency.
- **Keyword Research:** Conduct in-depth keyword research and competitive analysis to identify opportunities and trends in the fintech sector.
- **Content Strategy:** Collaborate with content creators to develop and optimize content for search engines, ensuring it is informative, engaging, and search-friendly.
- **Campaign Management:** Oversee and optimize pay-per-click (PPC) advertising campaigns across various platforms (e.g., Google Ads, Bing Ads) to maximize click-through rates and conversions.
- **SEO Implementation:** Lead the development and execution of on-page and off-page SEO strategies to improve organic search rankings and drive organic traffic.
- **Analytics and Reporting:** Regularly analyze and report on the performance of search marketing campaigns, using data-driven insights to make informed decisions and adjustments.
- **Stay Updated:** Stay abreast of industry trends, search engine algorithms, and emerging technologies to keep our marketing strategies innovative and effective.
- **Collaboration:** Collaborate closely with cross-functional teams, including product development, sales, and design, to align marketing efforts with overall business objectives.

### Hiring organization

Exec Capital

### Employment Type

Full-time

### Beginning of employment

1st November 2023

### Duration of employment

Perm

### Industry

Fintech

### Job Location

London

### Working Hours

9-5

### Base Salary

£ 115,000 - £ 125,000

### Date posted

September 25, 2023

### Valid through

31.10.2023

## Qualifications

- Bachelor's degree in marketing, business, or a related field; MBA or advanced degree preferred.
- Proven experience (X+ years) in search engine marketing, including SEO and PPC, preferably within the fintech industry.
- Strong leadership skills with a track record of managing and developing high-performing marketing teams.
- Expertise in digital marketing tools and platforms, including Google Ads, Google Analytics, SEMrush, and SEO optimization tools.
- Exceptional analytical skills and the ability to use data-driven insights to make strategic decisions.
- Excellent communication and interpersonal skills, with the ability to collaborate effectively with cross-functional teams.
- A passion for fintech and a deep understanding of the financial services industry is a plus.
- Competitive salary and benefits package.
- Opportunity to work with a dynamic and innovative team in the fintech industry.
- Room for career growth and development within a rapidly expanding company.
- Convenient location in the heart of London.
- Exciting company culture with regular team events and activities.

If you are a forward-thinking, results-oriented digital marketing professional with a passion for fintech, we invite you to apply for the Director of Search Marketing position. Join us in shaping the future of financial technology!

## Job Benefits

Competitive Salary

## Contacts

Exec Capital are a leading London Executive recruiter who specialise in [Search Marketing Executives](#).