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# Example of Business Consultant Job Description

Our growing company is hiring for a business consultant. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for business consultant

* Facilitate cross-functional process management and improvement workshops with functional partners and act as a subject matter expert to the functional units with executing process improvement projects
* Collaborate with other BCX Process Improvement Leaders to share best practice process and change management methodologies and transfer best practices other team members
* Leverage advanced business process management software to simulate, execute and optimize a fulfilment business process
* Providing on site workshops and presentations to the customer, explaining the capabilities of our product and to analyze business needs of the customer
* Work closely together with the Implementation Consultants and Project Managers
* Work with customers to provide consultancy services and advice to resolve key business issues within field of expertise
* Consultancy activities include capturing and prioritizing of customer needs and business requirements, re-design of business processes, building customer capabilities to achieve operational efficiencies in cost reduction and/or service improvement
* Develop and run structured client workshops and manage activities as required to enable the customer to fully realize the benefits of consultancy
* Deliver as part of delivery team consulting assignments to build trusted relationships with customers, present key findings and recommendations, demonstrate technical credibility and obtain field/customer feedback
* Execute consulting methodology and quality in accordance with corporate and regional standard (deliverables, customer satisfaction, profitable P&L, various indicators)

## Qualifications for business consultant

* Specialist knowledge of domains, preferably Service and Sales Performance Management, or Workforce Optimization
* At least 5 years of experience in a direct quota-carrying role, preferably in public infrastructure business
* Understanding of customer roles – user buyer, commercial buyer, influencer, coach, gate-keeper
* Strong analytical skills to translate business challenges to opportunity’s for Hitachi Vantara
* Significant exposure/experience to specific risk and regulatory-related domains, Credit Risk Portfolio Management, Stress Testing, Risk Modeling, IFRS9
* 3-5 years of relevant experience developing and executing strategic plans