Downloaded from <https://www.velvetjobs.com/job-descriptions/business-consulting>

# Example of Business Consulting Job Description

Our innovative and growing company is hiring for a business consulting. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for business consulting

* Qualifying and defining new services sales opportunities
* Managing the pipeline, including tracking and reporting in line with targets
* Preparing quotations, proposals, draft work orders and collaborating on contracts
* Participating in Project Post Implementation Reviews, scheduled business reviews and resourcing meetings to track the customer’s satisfaction levels
* Execute Global BTS objectives in Japan
* Create a positive perception of BTS Japan and all its members to stakeholders
* Form part of DBS Japan leadership meetings
* Recruit, develop, coach and manage the BTS Japan practice
* Ensure an energetic approach is taken to create business
* Works with local sales team & area sales management to identify & secure business from key targets (consultants, general contractors, electrical contractors, and end-users)

## Qualifications for business consulting

* Proficiency in making presentations, providing pre-sales technical expertise and educating clients on our offerings
* Experience in leading sales efforts, navigating large clients to create relationships and interest, and strong credentials in qualifying deals in order to drive bespoke proposals
* Ability to build strong professional relationships at all levels, with both internal and external parties across regions
* Experience in working with globally dispersed pre-sales and delivery teams is valuable
* Specialization (MBA/Quantitative background preferred)
* 7-15 years’ experience required (majority in business development and revenue generating capacity)