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# Example of Consulting Services Manager Job Description

Our innovative and growing company is looking for a consulting services manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for consulting services manager

* Establish relationships at senior business and IT leadership levels that are buyers of consulting services
* Lead business development activities in the form of leading RFI/RFP responses and proposal development, defining the contextual solution, engaging the right teams and SMEs from different parts of the organization, and supporting Principals and Partners with Client engagement
* Draw from experience in providing thought-leadership and partnering with clients on solution development approach to tough business-technology transformation initiatives
* Provide oversight to a team of Consultants through client engagement, hypotheses based analysis, business case development, and development of focused and contextual solutions
* Manages the team effectively
* Extend/Grow client relationships by being the liaison between the client and Client Lead, while managing the execution of the research study
* Monitor the operations process
* Participate in client meetings including kickoffs and presentations, while leading internal kick off meetings and ensuring project schedule and deadlines are being met
* Analyze output and discuss findings
* Identify key go-to-market innovation opportunities

## Qualifications for consulting services manager

* Excellent communication and interpersonal skills with the capacity to motivate and lead a team with enthusiasm, drive and effectiveness
* Solid experience in Treasury, Treasury IT systems implementation, Treasury processes design
* Advanced knowledge of cash and liquidity management, financial instruments (loans, credits, covenants, FX, bank guarantee, guarantee facility, factoring)
* Advanced knowledge of IT systems (1C, SAP ERP)
* Experience in preparation of methodology documents
* Advanced knowledge in financial accounting and reporting (IFRS, US GAAP, RAS)