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# Example of Director Consulting Job Description

Our innovative and growing company is looking for a director consulting. 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 director consulting

* Support organization growth and maturation of service offerings
* Identify internal operational improvement opportunities
* Provide market feedback to identify improvements to current solution offerings
* Identify and facilitate training sessions to improve product sales team skills related to solution or services selling
* Interface with Marketing to develop and maintain go-to-market collateral related to services
* Create ROI analysis/Business Case to demonstrate value added
* Lead client discussions and meetings to present analysis and facilitate client decision making in the sales process
* Collaborate with HealthTrust/SCS Executives, Regional Executives, Executive Sales, Account Directors, and Marketing to identify and address customer needs
* Mentor and assist staff development
* Baseline assessment work to inform prioritization of transformation projects within and across BMSC (e.g., GSO Baseline Assessment, Brand Health Studies, Evaluation of BMSC Disciplines)

## Qualifications for director consulting

* Able to travel frequently and work on client site for extended periods across MENA
* 3+ years of experience working for a major consulting firm (McKinsey, Bain, BCG, etc)
* Demonstrated ability to build, coach, and develop a multi-disciplinary high-performing, highly engaged team, and to implement a strategic vision, develop action plans, and set goals
* Big 5" consulting experience highly preferred
* Should have a very strong academic record with a BA or BS from a top tier school
* Performing project director and/or management functions for part or all of a project