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# Example of Engagement Consultant Job Description

Our company is growing rapidly and is looking to fill the role of engagement consultant. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for engagement consultant

* Maintain and develop relationships with employers, schools, colleges and students
* Take placement briefs, identifying the key duties the student the will undertake during the placement, obtaining relevant paperwork from the employer to confirm placement
* Matching students to placements, selling the opportunity to students, checking in and monitoring attendance
* Leading the Deal Pursuit as member of the Virtual Account Team, providing consultative support to qualified deals
* Interfacing with Account Managers and Sales Teams
* Leading the overall deal Pursuit engagement
* Leading deal resources and get best use of their utilization
* Defining a compelling and competitive business case for the customer
* Leading the overall Pursuit, including pricing strategy, SOW and MSA negotiation and deal closure
* Understanding acceptable business decisions, pricing tool calculations and delivery capabilities

## Qualifications for engagement consultant

* Hands-on experience designing and interpreting surveys
* Consulting background with proven track record
* Capable of working under pressure being able to manage many activities simultaneously
* 3+ years prior experience in a fast paced insurance or health care setting
* Proactively engage with key stakeholders in Operator like CMO, CIO and COO to provide consultancy and generate leads
* Support and lead establishment of CVM regional sales and delivery team and capabilities globally and regionally