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

# Example of Strategic Consulting Job Description

Our company is searching for experienced candidates for the position of strategic consulting. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for strategic consulting

* Lead the definition of client-specific solutions
* Thought leadership to guide client and internal teams towards use of customer intelligence in recommending, developing and deploying relevant omni-channel CRM strategies
* Strong team player who is pro-active in recommending CRM solutions to current business problems, providing guidance on best practices and makes the most of client’s budget
* Solid analytical experience with customer data interpretation, digesting campaign reports, identifying trends and patterns, creating insights and developing executive summary findings for executive presentation
* Develops Statements of Work for new projects
* Engage in overall RSC marketing activities by being active in authoring white papers
* Establish ongoing client consulting relationships including the implementation of a machine learning tracker
* Collaborate with the account and pricing teams to set and define the appropriate pricing strategy
* Determine the selling strategy and positioning for a potential deal
* Ensure that all necessary parties are engaged and aligned on a potential deal

## Qualifications for strategic consulting

* At least 5-7 years of B2B software or services marketing experience
* 7-10+ years of experience with management consulting in financial management, resource optimization, service delivery transformation, or business process reengineering
* Experience with working with senior executives to develop, define and execute cost reduction strategies with Fortune 500 companies and/or within the federal government
* Possession of ability to influence others and lead teams
* BA or BS degree in Business, Engineering, Statistics, or Economics preferred
* Experience with the business development cycle in Management Consultancy