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# Example of Strategic Consulting Job Description

Our company is looking to fill the role of strategic consulting. 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 strategic consulting

* Develop and manage to partner specific business plans
* Establish formalized relationship mapping strategy
* Conceive — and drive — initiatives to build a world-class partner ecosystem
* Develop rapport with partner senior leadership and build strong relationships with key members within partner organizations
* Comfortable with and track record of executive communications both internally and with alliance partner
* Establish joint partner objectives and KPI's to track progress against joint relationship goals (documented & agreed upon with alliance)
* Manage partner-specific sales pipeline (KPI's to measure influence, pipeline, deal size, sales results, targeted "lead the leader new logo wins")
* Collaborate with partners to develop product innovations that will leverage their IP in ways that will improve our joint go-to-market ability
* Be a thought leader in internal/external presentations and prospect engagements
* Overtime, build joint value propositions and products/packages

## Qualifications for strategic consulting

* 7+ years’ experience leading large-scale consulting engagements or large internal healthcare projects/programs
* Experience in organizational design, talent management, change management, and/or culture development at an established management consulting and/or industry firm
* A degree in organizational development / design, organizational psychology or HR management is a plus
* MBA or applicable Master's degree with a concentration in a business-related field
* Industry, Academic or Consulting experience in any of our focus industries such as Life Sciences, Oil & Gas, Consumer Products or Retail
* Project Management experience in custom and packaged solutions delivery