



Example of Consulting Director Job Description

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

- Conduct investment strategy meetings with select clients (usually quarterly), to include discussion/analysis of performance results, economy/markets, fund developments, and investment strategy
- Participating in all aspects of our methodology and work, including analyzing quantitative research and creating financial models, creative thinking and developing strategic recommendations
- Responsible for delivering on the strategic direction for Optum's Payment Integrity consulting business
- Lead the implementation of the strategic plan to meet and exceed financial commitments to clients
- Establish business cadence (weekly, monthly, quarterly business reviews) to ensure results are met and exceeded or evolve existing business cadence to drive higher levels of performance
- Assisting with Sales & Business Development activities
- Generate and manage revenue
- Direct daily fieldwork, information supervisors of the engagement status and manage staff performance and budget
- Manage all aspects of assigned consulting projects including proposal development, project plan development, data analysis, presentation development and delivery of client presentation
- Produce quality client deliverables and maintain high client satisfaction through proactive client interaction and engagement

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- Ideally MBA from top-tier business school, with a proven strong academic record
 - Travel is expected as a part of all project engagements, though less time is spent on client premises than at a traditional firm (we are more market facing)
 - Brand and marketing strategy a plus
 - Ability to collaborate with development, sales, services and support internal team members and with customers
 - 10+ years of relationship management or consulting experience
 - 2+ years of senior leadership experience