



Example of Consulting Director Job Description

Powered by www.VelvetJobs.com

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

Responsibilities for consulting director

- Identify and establish technical direction and focus for the Sales Consultants
- Own delivery of the business outcome and motivate consulting engagement teams to deliver exceptional solutions to meet or exceed client expectations
- A minimum of 10 years programme or project management experience
- Experience will be in customer-facing roles, preferably as part of an IT professional services organization
- Project Management Qualifications, (PRINCE2, ScrumMaster)
- Self-motivated, able to thrive in an environment where your next engagement and challenge is not prescribed to you
- Be responsible for the development and growth of new revenue opportunities adding value to well established client relationships
- Meet and build relationships with senior executives (CEO, CFO, CIO,) by presenting and discussing industry trends, best in class strategies, and gaining buy in for consulting services
- Provide leadership within SCS to expand sales to include services
- Participate in sales pursuits and provide input to presentation materials developed to support sales and marketing process

Qualifications for consulting director

- Demonstrated ability to understand broad issues and capitalize on global market conditions impacting customers' and industry travel program, along with strong knowledge of the marketplace, is required

skills with a proven ability to drive and affect change is required

- Must possess the ability to influence internally and raise profile externally, and be able to drive decisions across an organization
- Excellent knowledge of organizational change and negotiation to drive forward results both internally and using those skills externally to influence key decisions makers across the portfolio
- Proven extensive experience as a consultant and/or in selling business or management consulting services
- 8+ years relevant work experience in a management consulting firm with a minimum of two years recent similar expertise in sourcing and procurement required