



Example of Consulting Leader Job Description

Powered by www.VelvetJobs.com

Our growing company is searching for experienced candidates for the position of consulting leader. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for consulting leader

- Generate pipeline for Tech Consulting deals big enough to support growth, pitching products and services, identify new leads and potential new markets
- Master the discipline of Tech Cloud Transformation implementation of Tech systems
- Personal engagement and leadership of major deals, ensuring all available and appropriate resources are engaged, work closely with Consulting and Sales to win deals
- Analysing and interpreting the likely demand for services and work with practice managers to ensure appropriate availability of competence
- Work closely with counterparts abroad implementing the Consulting strategy and sharing the action plan
- Lead multiple engagements delivering billable client work for a large industrial sector clients
- Manage the Industrial Sector industry consulting team
- Be accountable for personal and industrial sector revenue, margin, and utilization targets
- Working with the entire Team to drive license revenue
- Participate in thought provoking, strategic discussions with firm leadership and clients

Qualifications for consulting leader

- Demonstrate ability to lead professionals through influence and collaboration
- Demonstrate ability to define the strategy of and provide overall direction to a specified practice area
- At least one (1) year of experience supervising day-to-day activities of data consultants OR demonstrated ability to lead professionals and manage others through influence and collaboration
- Excellent skills in complex analytic problem solving, project management, change leadership, and group process
- Understanding of KP business and/or operations and competitors, and economic, social, and legal environment