



## Example of Manager, Engagement Job Description

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Our growing company is searching for experienced candidates for the position of manager, engagement. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

### Responsibilities for manager, engagement

- Provides high level input to and ensures development of the design, structure and delivery of study protocols, client reports and presentations that are appropriate to the characteristics and needs of the client
- Recommends improvements and alternative solutions to deliver to and above client expectations
- Engagement managers are expected to provide coaching and direction to more junior professionals assigned to engagements and across multiple projects
- Take responsibility for day-to-day project management and client management on projects of all sizes
- Manages communication with client and follows up with client after project deliverable has been completed to ensure client satisfaction
- Leads client and other external meetings supported by junior colleagues where appropriate
- With limited senior management input, reviews and analyzes client requirements and leads in the development of proposals of cost effective solutions that ensure profitability and high client satisfaction
- Identifies new business opportunities for follow-on work and new leads at engaged clients
- Builds portfolio of client contacts as a source for future projects
- Executing high quality research and analysis

### Qualifications for manager, engagement

- Looks for ways to enhance the solution within the assigned client organization to include identifying new functionality, programs, products, services and technology to ensure better outcomes and achievement of program objectives
- Has ultimate accountability for the project/engagement management services being delivered including the organizations budget and/or financial implications
- 3-5 years of pre-MBA experience and 4-5 years of post-MBA experience, preferably management consulting
- Strongly preferred experience working with technologies including but not limited to Callidus Sales Compensation suite, Commission EPM
- Knowledgeable in requirement tools such as JIRA