



# Example of Strategic Consultant Job Description

Powered by [www.VelvetJobs.com](http://www.VelvetJobs.com)

Our growing company is looking for a strategic consultant. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for strategic consultant

- The Strategic Implementation Consultant role provides overall guidance for analytics instrumentations and is responsible for gathering business reporting requirements to ensure data instrumentation is consistent with digital data strategies throughout Turner
- Assist the sales and presales team in managing data storage solution presales activity, including interaction with the product management for solution architecture, value proposition definition, proposal creation, proposal presentation to the end customer, PoC support, implementation service delivery oversight
- Provide detailed product architecture overviews
- Strong focus on understanding the customer's business needs, their current strategy, their challenges, their technical issues and risks, the economic impacts of these issues and risks, and their environment from a technology and process perspective
- Define business requirements, develop and/or support content, plan and implement specific (solution area) training strategy, program and curriculum for the sales organization that increases sales, presales productivity and performance
- Program to include curriculum development and delivery for sales, presales in the Americas
- Day to day activities include meeting management, communications (group activities and events), and addressing field and management requests
- Responsible for the creation, preparation and enhancement of training outlines, agendas, presentations and materials

training

- Curriculum to include, but not limited to market, competition, company, products and services, sales processes, sales methodology, manager, coaching, sales tools and skills training

## Qualifications for strategic consultant

- Partner with key business stakeholders to assist with scope definition
- Interview and engage with top agencies and regional partners to assist with design concepts
- Create concept visual designs to help define business scope and partner with vendor to deliver final visual outputs
- Partner with technology teams to assist with requirements analysis and design
- Assist with project planning and implementation
- Partner with education to create appropriate processes and education materials