

Peer Insight { careers

Position: Senior Director of Consulting

Job Duties and Responsibilities: The Senior Director of Consulting will be a key part of a small leadership team that plans strategic direction, executes projects, and develops junior staff with equal enthusiasm. This position requires someone who will take ownership of challenging service innovation projects for world-class companies, under the guidance of a VP or SVP with many years of experience. To find this position fun and rewarding, you would have to be the kind of person who enjoys the following:

- Scoping and leading projects that combine the methods of strategy consulting with design/innovation to create new growth platforms;
- Managing client expectations and relationships, directing the focus of the assignment, managing changes, and directing solution delivery;
- Applying methods and principles of design thinking frameworks to advise clients on appropriate strategic direction;
- Exploring and designing new business models;
- Designing and implementing qualitative research and field ethnography programs;
- Designing and facilitating solution development sessions (i.e., brainstorming, innovation sessions and concept development workshops);
- Managing vendors and third-party resources in developing low-resolution service prototypes;
- Training clients in innovation capabilities and methods;
- Supporting business development including sales calls, scope development, and proposal writing;
- Providing leadership and mentorship to a highly diverse group of junior staff;
- Reading interesting books (business and otherwise) and thinking in new ways about how to help the firm and our clients; and
- Acting as an entrepreneur to make our clients and our firm successful.

Phew! At least you won't be bored. Peer Insight's project delivery model is field research-based and workshop-oriented. This means we travel frequently, but not the way traditional implementation consultants do. The position reports to one of the top three officers of the firm. It is an entry point to become a Vice President of Peer Insight.

Qualifications: The ideal candidate is a recent MBA with several years of experience in a consulting environment. She or he should have plenty of experience at client interaction, scope management, and preparing deliverables in environments with impeccable standards of business sophistication. We help clients do new things they have often wondered about, so from a content standpoint, it helps if the candidate has developed and implemented strategic plans to identify new customers, new offerings, new capabilities and new partnerships. Without a doubt, she or he should be skilled at: analytical thinking, pattern recognition, communications (oral and written), applying sound judgment about how to use their time to best effect, and inspiring others.

The last item above is perhaps the most important. It is a hallmark of our culture to inspire our clients and each other, and we pride ourselves on creating an environment that gives people the freedom to play to their strengths and the courage to challenge themselves and those around them.

If this sounds like a good fit to you, please explain why in a cover letter (along with a resume) and send it to careers@peerinsight.com.

