



Are you seeking an entrepreneurial environment where you can take your consulting career to the next level, while helping solve interesting, complex challenges for clients?

Everest Group is always in search of top talent to drive our mission to help senior executives at leading companies capture value from the next generation of global services.

Client projects include those focused on cloud, mobility, outsourcing, and shared services, for IT, Finance & Accounting, HR, Procurement and Contact Centers.

We look for motivated individuals who possess excellent problem solving and leadership skills and who have demonstrated success in a client service environment.

We are currently looking for Consultants in our Dallas, New York, and Toronto offices. As a core member of the client project delivery team, a Consultant identifies key business issues and understands the implications of these issues on the project as a whole.

Join a team of innovative problem solvers, who have been helping lead and shape the global services industry for 20+ years.

ENGAGEMENT DIRECTOR – NEXT GENERATION IT

Engagement Directors are responsible for managing the day-to-day performance of client projects and are accountable to a Partner. Project management includes providing direction for the Everest Group consulting team and any client team members, developing thoughtful recommendations and advice for client executives, helping to professionally develop consultants on their teams, remaining alert to additional opportunities to serve their clients, and contributing to the development of the Firm's knowledge and processes. We are currently looking for an Engagement Director or Associate Partner with experience in Next Generation IT/ Cloud Computing for our Dallas, New York, and Toronto offices.

Requirements:

- MBA from a top-tier business school
- 4+ years experience with a top-tier management consulting firm
- Experience leading teams in a client service environment
- An ability to think strategically and identify critical business issues
- Self-motivated individuals with an entrepreneurial spirit
- A focus on values-driven client service

Job Description:

- In alignment with Everest Group's mission, provide thought leadership across a range of topics to drive value for clients.
- Mentor and develop consultants and senior consultants both within outside of client engagements.
- Develop and codify firm thinking on the next generation of services and be a thought partner in determining how Everest Group brings this to clients.
- Identify opportunities to provide additional client value and extending client relationships. Create strong, trusting relationships with client managers and executives.

- In the context of client engagements, operate as the primary day to day contact with clients.
- Drive development of well-organized and persuasive end products.
- Adopt an ownership mindset in driving firm practices and thinking into the future.
- Contribute in developing Everest Group's Next Generation of IT practice's vision and strategy.
- Support the overall process of management and corporate decision-making to ensure the organization maximizes its short, medium and long-term profitability.
- Liaise with other executive heads on the implementation of the company's strategic and operational plans.
- Develop, review, and report on the business development division's strategy, ensuring the strategic objectives are well understood and executed by the team.
- Management of the Overall Business Development Function Including:
 - Impact the profitability of the company through ensuring strategic and tactical management decisions and new business development results
 - Competitor and market analysis
 - Develop and lead the Business Development team in sourcing, managing and implementing new business opportunities
 - Ensure efficient and effective marketing, advertising and promotional planning through the Marketing department
 - Maintain and develop organizational culture, values and reputation in its markets and with all staff, customers, suppliers, partners and regulatory/official bodies

Everest Group is an equal opportunity employer.