



Job Title: Practice Director
Location City: Gurgaon/Bangalore
Industry: Consulting and Advisory Services
Company: Everest Group

Company Description

Everest Group is an advisor to business leaders on global services with a worldwide reputation for helping Global 1000 firms dramatically improve their performance by optimizing their back- and middle-office business services. With a fact-based approach driving outcomes, Everest Group counsels organizations with complex challenges related to the use and delivery of global services in their pursuits to balance short-term needs with long-term goals. Through its practical consulting, original research and industry resource services, Everest Group helps clients maximize value from internal transformations, shared services, outsourcing and blended model strategies. Established in 1991, Everest Group serves users of global services, providers of services, country organizations and private equity firms, in six continents across all industry categories. For more information, please visit www.everestgrp.com and research.everestgrp.com.

Job Overview

Practice Directors lead multiple capabilities with service lines which are critical to business growth. They lead a team of analysts focused on a service line and need to be involved in all aspects of developing the capability or practice area. The Practice Director role is an important leadership role that includes business development, capability building, practice and team development and project delivery. Project delivery includes custom research and advisory work for Fortune 1000 clients, publishing research, and addressing client inquiries and other deliverables. This also includes presentation to large audiences (e.g., conferences, webinars). The candidate must be able to participate actively in the sales cycle, consult, present in front of large and small audiences, work with senior executives, develop complex and compelling scenarios, develop research agendas and work with clients solving strategic global sourcing issues. The role will report into Partner (Global Sourcing) at Everest Group

Areas of focus

The Global Sourcing practice includes advisory and publishing research across a wide range of strategic global sourcing issues, serving Fortune 1000 enterprises, service providers, and country development organizations. The functional focus is broad and includes IT, business processes, engineering services/R&D, digital themes and analytics. Key service areas are

- Global in-house centers (e.g., benchmarking, peer intelligence, value addition)
- Global Location Optimization
- Country/industry development strategy with governments and industry associations

Responsibility

- Leadership role that includes business development, practice/capability building, people development, project delivery (across custom and publishing)
- Manage and deliver complex custom research projects, including problem solving, developing recommendations, crafting deliverables and client management
- Manage a team of analysts to create actionable insights to solve client problems by evaluating and analyzing information collected through interviews, surveys and detailed quantitative analysis
- Communicate and interact at the executive level with major outsourcing service providers and recipients of global services, to address their strategic business issues, analyze their offerings, strategy, positioning, and predict the changing dynamics of the market
- Develop a strong external reputation by networking with clients, service providers and analysts, participating in research meetings and other public forums, and publishing leading edge research based reports, whitepapers and articles
- Collaborate with analysts across the company to deliver research that assists clients with understanding strategic global sourcing issues and market trends
- Actively drive business development efforts through collaboration with other parts of the organization (e.g., sales).
- Supervise team activities and take an active role in the professional development, growth and mentoring of his team members

Education and Experience

We are seeking a high calibre individual to maintain our exceptional standards. This person should have:

- At least 7+ years of experience in a professional services environment (Management Consulting/ Business Research)
- Experience with a strategy consulting firm is highly preferred
- Outsourcing and off-shoring industry knowledge/experience and ability to understand market trends
- Strong executive presence and presentation skills
- Strong relationship orientation
- Excellent written and oral communication skills
- Collaborative work style; strong interpersonal and team skills
- A bachelor's degree is required, strongly prefer someone with an MBA from a premium school
- Ability to travel 25- 30%