



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.

Job Overview

Practice Directors should have the capability to lead a program / practice. They manage a team of analysts focused on a specific research area or capability and need to be involved in all aspects of developing the capability or practice area. The individual should have the capability to deliver analysis and advice to blue chip clients through advisory, written reports, client inquiry, speeches, and other deliverables. The candidate must be comfortable in wearing multiple hats to drive custom advisory, published research, business development, and people development aspects.

Responsibility

- Create actionable insights to solve client problems by evaluating and analyzing information collected through research, interviews, and statistical analyses
- Manage multiple research initiatives from business development to client delivery
- 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 enterprises, service providers, and 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
- Work closely with Everest Group's sales team to help grow the practice
- Supervise team activities and take an active role in the professional development, growth and mentoring of his/her team members

Education and Experience

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

- 7-9+ years of experience in a professional services/Management Consulting environment
- Shared services, outsourcing and/or off-shoring industry knowledge/experience and ability to understand market trends is a plus
- Strong executive presence and presentation skills
- Strong relationship orientation
- Excellent written and oral communication skills
- Collaborative work style; strong interpersonal and team skills
- MBA from a premium school