



Job Title: Practice Director
Location City: Gurgaon (New Delhi National Capital Region)
Industry: Research, 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 our websites -

www.everestgrp.com.

Job overview

The Engineering and Research & Development (ER&D) team delivers in-depth research and insights on key trends in the global engineering services markets. This is an exciting industry as enterprises are increasingly focusing on developing products that can integrate into the connected digital consumer ecosystem and this change is driving the demand for ER&D services industry. The Practice Director will be expected to lead the ER&D service line across all aspects including:

1. Delivery of subscription and custom research engagements
2. Lead business development initiatives by collaborating with others
3. Evolve content strategy in line with market trends
4. Support the team by providing thought leadership, mentoring, and career development

This will require the candidate to maintain an ongoing dialog with senior industry executives on key issues, as well as help answer their queries. The candidate will also be required to deliver custom research engagements on ER&D services themes that help our clients grow and compete better

Key responsibilities

- Identify areas of research based on industry and client needs
- Problem solve and structure work to manage deliverables and timelines
- Provide thought leadership and manage the published research agenda of the ER&D services practice
- Lead medium-large sized custom research engagements
- Actively develop domain expertise, leveraging subject matter experts, and external sources

- Lead and support business development efforts by proactively cultivating and expanding a network of market relationships, leading proposal development, and collaborating with others in the Everest Group business development ecosystem
- Participate proactively in external market communication by responding to analyst enquiries, conducting executive conversations, and maintaining/growing long-term client relationships

Skills & activities

- Ability to establish and grow a research and advisory services business
- Strong problem solving skills and analytical capability, and high levels of intellectual curiosity
- Strong oral and written communication skills with attention to detail
- Project management skills: self-motivated, ability to multi-task, work under pressure and successfully manage deadlines
- Ability to interact and effectively work with others in a team environment. Long term desire to contribute to business growth and build a career as a business leader
- Desire to be in a non-hierarchical, entrepreneurial environment; comfort with ambiguity
- Proficient in Microsoft office (PowerPoint, Word, Excel and Outlook)

Education & experience

- Bachelor's degree; MBA required (preferably from Tier-1 B-School)
- 4 to 7 years post-MBA work experience in engineering/technology/advisory/research/outsourcing strategy environment. Keen interest in product engineering and technology industry is strongly preferred
- History of excellence in academics, personal, and vocational achievements
- Experience in either automotive, aerospace, oil and gas, software product, telecom, or semiconductor industry is a plus

Reporting relationships

- Reports to: Vice President/ Partner