



## **SENIOR CONSULTANT**

### **JOB DESCRIPTION**

A Senior Consultant will perform as an individual contributor on client engagement teams, working under the supervision of an Engagement Director and/or Partner, to develop work product, lead specific project initiatives, and act as a subject matter expert on consulting projects. Client engagement activities include but are not limited to framing issues, problem-structuring, optimizing client processes, developing go-to-market strategies, and change management.

### **PLEASE DO NOT APPLY IF YOU HAVE NEVER WORKED IN A TOP GENERAL MANAGEMENT CONSULTING FIRM**

- Manage work efforts to contract specifications.
- Develop quality work product(s) and documentation.
- Support delivery assurance practices by participating in periodic project reviews and audits and maintaining accurate and timely project reporting.
- Anticipate and communicate project risks.
- Interface with client leads and become a trusted advisor or confidant to the client.
- Perform costing and pricing financial analyses.
- Identify, document, and build up costs in an as-is environment. Forecast and predict cost break-downs in proposals or future-stated environments.
- Serve as a subject matter expert.
- Lead sub-project teams as required.
- Cultivate successful client relationships.
- Contribute to the development of Everest intellectual property.
- Support Everest business development efforts in expanding business. Identify new or additional revenue opportunities with current clients.

### **DESIRED SKILLS & EXPERIENCE**

- MBA strongly preferred Proven quantitative, analytical, problem-solving, and conceptual thinking skills.
- Excellent client interaction skills, collaborative work style, and strong interpersonal and team skills.
- Ability to effectively plan and lead the correct processes to reach conclusions/consensus in a facilitated meeting and positively handle disruptive or hostile participants.
- Knowledge of the various levels of listening, ability to choose the right level depending on the situation. Ability to objectively restate the opinions of others.
- Ability to select and use appropriate tools for the job and perform technical research as required to supplement and support Everest methodologies in delivering solutions to clients.
- Proficiency in the use of Microsoft Office products (Word, Excel, PowerPoint, Project and Visio) to accomplish daily business activities and facilitate communications.
- Ability to design and develop technical reference documentation for project work plans, guidelines, standards, procedures, and processes that meet the needs of the target audience.



- Ability to identify key issues, analyze data, and make recommendations to address problems.
- Outstanding integrity and the ability to always seek to do the right thing for the client and the Firm.
- Ability to think globally and discuss multiple aspects and impacts of issues. Ability to respect and appreciate different personality styles, thinking, backgrounds, and cultures.

### **Follow company**

Everest Group is a consulting and research firm focused on strategic IT, business services, and sourcing. We are trusted advisors to senior executives of leading enterprises, providers, and investors. Our firm helps clients improve operational and financial performance through a hands-on process that supports them in making well-informed decisions that deliver high-impact results and achieve sustained value. Our insight and guidance empowers clients to improve organizational efficiency, effectiveness, agility and responsiveness. What sets Everest Group apart is the integration of deep sourcing knowledge, problem-solving skills and original research. Details and in-depth content are available at [www.everestgrp.com](http://www.everestgrp.com) and [research.everestgrp.com](http://research.everestgrp.com).