



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

A market facing position that requires providing insightful analysis and advice to clients on one or multiple Business Process Services (BPS) markets, and related technologies such as Robotic Process Automation (RPA) and Artificial Intelligence (AI) software, through published reports, demonstration-based technology assessments, and client-specific custom research. The role will include developing domain expertise in select fields (such as outsourcing in F&A, HR, BFSI, business process automation through RPA and AI etc.), managing specific research agenda for these fields, authoring industry reports and thought papers, and helping clients through custom advisory engagements. This will include regular interaction with global enterprises, service providers, investors, and industry associations as well as primary and secondary research.

Practice Directors should have the capability to lead a service offering. 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 written reports, consulting, client inquiry, speeches, and other deliverables. The candidate must be able to analyze, write, 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 outsourcing issues.

Responsibility

- Manage multiple research initiatives from business development to client delivery
- Create actionable insights to solve client problems by evaluating and analyzing information collected through interviews, surveys and statistical analyses

- 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
- Work closely with Everest Group's sales team to help in the close and delivery of engagements on issues of strategic sourcing and operations
- 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 -10 years of experience in a professional services/Management Consulting environment
- Experience with a strategy consulting firm is required
- Shared services, outsourcing and/or 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
- MBA from a premium school