



Job Title: Practice Director
Location City: Gurgaon (New Delhi National Capital Region)
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 any of these links www.everestgrp.com

Practice Overview: Pricing Assurance Services

The Pricing Assurance practice advises enterprises and service providers with spend and pricing strategies in sourcing arrangements respectively, across IT & Business Process areas. On the buy-side, the practice advises enterprises on extricating fair value from their sourcing portfolio via vendor consolidation, pricing and delivery restructuring, contract optimization, and digital-led disruption. On the supply-side, the practice helps providers with go-to-market pricing strategies globally, cost of delivery restructuring, pursuit support in competitive situations, and improving win and renewal rates. To know more about the practice, visit <https://www.everestgrp.com/research/domain-expertise/pricing/>

Job Description:

Practice Director in the Pricing Assurance practice is a highly entrepreneurial role wherein the individual is responsible for client management, project management, leading analysis and problem solving, team development, shaping new services / capabilities, and working with senior leadership and marketing to take the new capabilities to market. The role reports directly into the VP/Partner.

Practice Directors should have the capability to lead teams on various initiatives or projects. They manage a team of analysts focused on a specific area (e.g. such as pricing and related aspects in IT Applications / Infrastructure) and need to be involved in all aspects of developing the capability or area. The individual should have the capability to deliver analysis and advice to blue chip clients through custom projects, 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, and work with clients solving strategic outsourcing issues.

Key responsibilities:

- Execute against client mandates by leading a team on analysis, reporting, and client syndication against agreed milestones
- Actively involved in business development via proposal shaping, client walkthroughs, responding to RFPs, seeding opportunities, attending and presenting in conferences, creating thought leadership, partnering closely with Everest Group's sales and marketing teams
- Manage client relationships at middle to senior stakeholder groups
- Supervise team activities and take an active role in the professional development, growth and mentoring of her/his team members



Education and Experience

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

- 6 to 9 years of experience in one of the following
 - Sourcing advisory firms or Sourcing advisory practices of broad-based Consulting firms
 - IT-focused (Apps or Infra) solution design / price to win / deal management teams within Tier 1 IT service providers
- Ability to understand market trends in outsourcing, shared services, and/or offshoring industry preferably in the areas of solution development and commercial structuring of deals
- Desirable to have exposure to Pricing of outsourcing services in multiple areas (e.g. IT ADM, IT Infrastructure etc.)
- Strong client presence and presentation skills
- Strong relationship orientation
- Excellent written and oral communication skills
- Collaborative work style; strong interpersonal and team skills
- MBA from a reputed business school is preferred