International Talent Partners

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Consulting Manager – Chicago, IL

Hiring organization
Posted by: Vendome Partners International

Employment Type
Full-time

Industry
Consulting

Job Location
Chicago, Illinois, USA

Base Salary
. $150,000 - . $190,000

Description
Our client is a global strategy consulting company renowned for its technical and operational expertise. They are looking for a **Manager/Senior Manager** to join their team and contribute to the company's strong growth in North America.

Building on more than 30 years of experience, the company serves its clients through two core practices: Product Leadership + Growth Strategy.

The position is located in Chicago and will require occasional travel within the US/Canada and abroad to work with clients.

Responsibilities
As a Manager/Senior Manager, you will:

- Grow the business:
  o Organize, develop and lead business development team
  o Prospect for new clients through your existing network as well as additional sourcing in the industry segments of your expertise(s)
  o Lead commercial proposal development processes, and drive pricing strategy
  o Pitch our offers & value proposition
- Lead complex client projects:
  o Define the project plan, ensure that it is followed by the client and the consultants
  o Manage a team of senior consultants and consultants daily
  o Mentor junior staff, help them become people you can confidently rely on
  o Play a leading role in client relationship, by developing and maintaining contact with top decision makers at clients
- Bring your knowledge and skills to the organization:
  o Work closely with Partners to identify new opportunities for the company
  o Develop content on areas of expertise to increase the competence of the organization, grow the business, etc.

Qualifications
• Required
o Bachelor's degree in a scientific field or equivalent
o Minimum of 6 years of experience,
o Record of success in the consulting world – minimum of 4 years in consulting
o Proven project delivery experience in a consulting environment for C-level / CxOs
o Project scoping, estimating, and planning experience
o Proven oral presentation capabilities
o Experience succeeding in the sales process, including but not limited to responding to Requests for Proposals, presenting at Orals
o Experience collaborating and developing client relationships in a consulting environment, developing new opportunities with clients, and identifying
o Experience in Prospection
o Able to develop accounts from scratch and to farm existing clients
o Able to travel ~20%
• Preferred
o Advanced degree
o engagement follow-on opportunities for continuous improvement

o Expertise in one or more specific spaces is a plus (aerospace, renewable energy datacenters, medical devices…)
o Defining/contributing to the creation of Contracts/Statements of Work
o Expertise in one of the company's core industry segments (Electrical Equipment, Power, Mobility, Medical Device, Consumer Goods, Aerospace)

Job Benefits
Pay:

- $150,000.00 – $190,000.00 per year + commissions + bonus

Benefits:

- 401(k) with company match
- Health, Vision & Dental Insurance
- Company laptop and cellular phone
- Paid Time Off (4 weeks) & major holidays
- Hybrid work schedule (1 day per week)

Contacts

For more information, please email contact@vendome-partners.com

For more job opportunities by Vendome Partners International, click HERE.