

Job Description of Chief Consultant – Strategic Management

Position:	Chief Consultant – Strategic Management
Reports to:	Managing Director

Job Purpose:

Provides leadership and direction in developing strategic plans for business development, implementation, monitoring and evaluation; for optimum utilization of the resources for best results for the organization. Ensure business continuity by planning, practicing and imbibing best practices of the industry into business systems.

Key duties and responsibilities:

- Understand the business model of the business units assigned
- Collaborate with the business heads of the specified verticals in preparation of the Business Plans
- Derive suitable strategies and implement the same for overall growth and development of the Business unit
- Provide leadership in adding value to the existing service lines and also rolling out new product/ service lines for organizational growth
- Provide strategy and ensure implementation of the same for business development of the business units
- Provide strategic plans for successful implementation of the projects with minimum utilization of the resources
- Establish and maintain systems and procedures for monitoring, evaluating and correcting development as well as implementation strategies
- Accountable for overall performance of the Business Unit
- Guide business heads in understanding the strategies provided and help them implement the strategies in the business units
- Provide handholding services to Business heads in development, implementation, monitoring and evaluation and ensure profitability
- Actively involve in customer engagement practices such as frequent interactions, understanding the requirements, collecting feedback on implementation and taking corrective measures in case of requirement
- Establish standard systems and procedures in the business unit for high quality service delivery to the customers and ensure higher profitability by effective utilization of resources
- Guide Business Head to effectively delegate, monitor, evaluate performance of team members and also motivate the team for better results
- Derive learning & development plans for capacity building of the business heads and team members
- Submit monthly progress report to the Managing Director on activities of the business unit, strategies derived and the effect on development, implementation and profitability of the business along with the issue faced and the strategies used for mitigation of the same

Skills Required:

General Skills	Functional Skills
<ul style="list-style-type: none">• Leadership• systems and processes• Strategic insight• Product development & value addition.• Team Building• Capacity building & Skill development• Collaboration• Innovative problem solving• Customer focus	<ul style="list-style-type: none">• Information analysis & Market intelligence.• Measurements, monitoring & decision making• Partnership Management• Value Chain development• Change Management• Competitive edge management• Know-how – technical facilitation• Quality assurance• Handholding BH's and team members

Qualification Required:

- Any Engineering graduation with Post graduation in management studies
- Overall 10 – 15 years of experience in working with management consulting, engineering consulting or Technical consulting organizations
- At least 5 years of experience in strategic management role in any consulting organisation