

Kim Finch Cook Executive Recruiter, Inc. (425) 882 3000

Principal Consultant to join as a key member of our leadership team. This is an exciting opportunity to be the driving force in developing relationships with strategic partners and potential clients. You will work closely with C-level and Business Operations teams. This is a leadership role in implementing the organization's revenue growth solutions while expanding a prominent client base. This position reports to a member on the C-level team. You will be responsible for developing new client relationships, managing existing client relationships, reaching individual sales objective, managing world-class consulting engagements, as well as managing, coaching and developing a team of managers and consultants.

Partner with business development for new and existing accounts

Quickly learn and apply the firm's Revenue Growth Model, frameworks and tools

Sell and lead major consulting engagements to C-level executives, Sales, Sales Operations, and HR executives

Successfully maintain high-level client relationships and exceed client expectations

Produce world class deliverables and lead project teams to innovative effective client solutions

Identify and develop value-added service opportunities

Contribute to the knowledge base of the firm in the areas of business operations and analytics.

Manage, coach and develop a team of Managers and Consultants

Develop and mentor project team members assigned to projects under their supervision

Foster and build a team of incredibly talented diverse individuals' work to execute and contribute to company's growth strategy.

Can be a speaker at events to showcase company services

Qualifications

You have a history of unquestioned integrity. Marry this with a passion for excellence in your work, and nurturing excellence from your teams.

Proud to put extraordinary effort into your work and are extremely demanding of yourself.

Experience of success developing new markets, launching new technologies and business solutions, and expanding growth in existing markets.

Excellent interpersonal skills and the ability to negotiate complex deals.

Communicate well and consistently with C-level executives.

Recognize the value in talent, and ensure your teams have strong reporting, project management, analytical and prioritization skills.

Understand new and existing Software technology, including AI, machine learning, and more.

You are willing and able to travel approximately 20% of your time

Requirements

Minimum 10 years of experience in business development, management consulting, private equity, operations, or a similar role

BA/BS/Masters in Economics, Business, Engineering, or other quantitative areas

High growth or early-stage startup experience a plus

Solid track record of managing projects, developing relationships with key decision makers

C-suite executives, and working effectively in a team environment that have contributed to ongoing consulting engagements

Knowledge of, and experience with, a variety of sales channels through channel management or consulting roles

Significant management consulting experience as well as corporate experience in a customer-facing function such as marketing management, sales, sales management, customer service, and/or organizational sales re-engineering

Introduction and management of large-scale corporate change programs and/or delivery of critical strategic insights that deliver measurable results to clients

Superb oral and written presentation skills

Strong interest and willingness to mentor junior consultants

A passion for high quality work, a love of consulting, and a desire to progress rapidly in your