



Title	Consultant
Business	Strategy
Reports to	Practice Leader of Strategy

Advocate provides Technology Business Management (TBM) expertise, solutions and managed services — combining market intelligence with decision analytics — to accelerate IT value across the enterprise so they can achieve more savings, better outcomes and gain more influence in the organization. Utilizing marketplace intelligence, decision analytics and acceleration capabilities, Advocate partners with its clients in innovative ways to save money, improve performance and deliver crucial insight to help them make the best possible decisions related to their technology investments to do what matters more.

The consultant role will report directly to the Strategy Practice Leader and is responsible for leading the delivery of high-value consulting services with emphasis on TBM Strategy. The strategy focused engagements drive the TBM framework through assessments, roadmaps and delivering full life-cycle projects related to IT financial management, IT Services (Portfolio/ Catalog), Portfolio Prioritization (Demand Management) and IT Planning/ Forecasting. The consultant role will have a unique access and responsibility to drive the CIO, CTO, CPO and CFO agendas involving the TBM framework.

Engagements are delivered in a variety of industries including financial services, logistics, retail, manufacturing, heavy materials, and many others.

RESPONSIBILITIES

- Manage consulting engagements and teams to achieve client outcomes, Advocate key performance goals, engagement financials and high client satisfaction (“hands on”).
- Gather functional and business requirements from client and translate into a functional solution design, which meets customer needs and provides maximum value.
- Stay current on leading practices and market trends for TBM processes including Spend Management, IT Services, Portfolio Management, Planning & Forecasting, Vendor Management and Change Management
- Support alignment across the technology, finance and procurement organization to create a common understanding, build/ integrate processes, and support decision making.
- Support the sales process by developing proposals, sows and supporting proposal pitches (in-person and remote).
- Support the development service line methods, tools, and sales materials.
- Support technology implementations with TBM tool sets (e.g. Apptio, ServiceNow, etc.)
- Lead and mentor other consultants within the Advocate Strategy Practice

SKILLS

- Experience with leading and working with teams to drive outcomes.
- Ability to create context and structure in ambiguous/ unstructured environments
- Outgoing, articulate, driven, focused, and passionate individual.



- Strong customer relationship management skills.
- Strong fit with Advocate culture, values, and operating philosophy.
- Ability to support sales with new and existing clients (Introduction through SOW)
- Ability to communicate, verbally and in writing, effectively with all levels of the organization.
- Strong sense of urgency with the ability to manage competing priorities in a fast-paced environment.
- Demonstrated proficiency and desire to support the sales process.

QUALIFICATIONS

- 4-year college degree and graduate degree (preferred) from a top tier college/university.
- 3+ years of consulting delivery experience at a leading management consulting firm
- 2+ years leading client delivery teams
- 2+ years of experience in Sales (New client acquisition and expanding current customers)
- Well organized individual who can create structure and context in ambiguous situations.
- Strong project management and communication skills at all levels of the organization.
- Advanced proficiency with Microsoft Office Suite.
- Ability to travel up to 50% of the time. International services delivery experience is a plus.
- Must provide Proof of Right to Work in the United States on the I9 Form.

OPPORTUNITIES

- Join a company named to the **Inc. 5000** list of Fastest Growing Companies for **eleven consecutive years**.
- Named one of the Top 150 Workplaces by The Atlanta Journal-Constitution.
- Work daily with Fortune 500 Global Clients.
- Opportunity for rapid career advancement.
- Client facing position with the opportunity to make a direct impact on business growth, practice innovation and talent development.

REWARDS AND BENEFITS

- Competitive base pay
- Incentive bonus plan
- Industry Competitive Health and Welfare Benefits
- Company matched 401(k) with immediate vesting
- Two paid days off for community service
- Flexible work arrangement to support a good work-life balance
- Professional development with a long-term career path
- Continuing education and training reimbursement
- Paid employee referral program

If you'd like to join the Advocate team, send your cover letter and resume for consideration to: careers@advocateinsiders.com