

<b>Title</b>	<b>Consultant – Value Creation</b>
<b>Business</b>	<b>Advisory Services – Value Creation</b>
<b>Reports to</b>	<b>Senior Manager – Value Creation</b>

Advocate is a consultancy of IT advisors and data scientists dedicated to helping companies optimize their technology infrastructure. 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 cloud and network technology. That’s why we work, Smarter. Together.

The **Consultant**, Value Creation is responsible for elevating the quality of client deliverables and managing to the strategic roadmap of Advocate’s steady-state clients. The Consultant will play a role in defining the strategic direction for the Client-Advocate relationship and work closely with Sales to ensure constant flow of information on Client requirements and opportunities. Collects, analyzes, and interprets data in one or more specialties. Assists in the planning and management of projects and retains overall responsibility for performance. The Value Creation Consultant will also interface with Advocate’s consulting practices (Connectivity, Cloud, and Network Transformation) to stay abreast of all project work being performed for assigned clients, understand the impact on steady-state operations, and lend expertise where appropriate.

## RESPONSIBILITIES

### Strategic Direction

- Recommend process improvements or initiatives to address current and future client requirements
- Participate in strategic planning meetings to continuously improve recommended strategic roadmap initiatives
- Proactively identify client issues that may influence client future strategic direction

### Analytics

- Perform deep-dive analytics on client data to provide meaningful insights and actionable recommendations
- Utilize deep understanding of client data and environment to identify new savings opportunities
- Own analytics around all quarterly, monthly, and ad hoc reporting
- Develop a comprehensive understanding of the cloud and connectivity service providers we represent and their respective service offerings

### Savings Realization

- Monitor savings tracking to ensure program remains on track to achieve ROI targets and guarantees
- Deliver results of mobile and network audits and optimizations to clients and drive action on recommendations
- Consult on project-based engagements for Managed Services clients to drive additional program ROI
- Report on Client vendor contracts to avoid unnecessary auto-renewals and identify potential sourcing opportunities

## Communications

- Direct communication responsibility to Client contacts and Advocate senior management and executive stakeholders
- Monthly savings and analytics reviews with key client stakeholders

## SKILLS

- Strong fit with Advocate Consulting culture, values, and operating philosophy
- Can track and maintain strong delivery to multiple customers simultaneously
- Outgoing, articulate, driven, focused, and passionate individual with the ability to lead, coach, and develop people across all levels of the organization
- Service delivery leadership experience including strategy, cost analysis and procurement, cloud and hosting solutions, data center and IT infrastructure, mobility and modern communications technologies, and security.
- Ability to communicate, verbally and in writing, effectively with all levels of the organization
- Ability to think critically to solve problems and achieve goals
- Lead by example with the ability to coach and develop team members
- Comfortable working in a fast-paced, collaborative, team environment
- Willingness to think outside of the box and push yourself beyond your typical comfort zone
- Analytical aptitude with the ability to learn new information and skills quickly
- Ability to manage projects and tasks to completion
- High self-confidence with the ability to take and apply constructive feedback
- Keen attention to detail
- Self-motivated and achievement-oriented with a willingness to think outside of the box

## QUALIFICATIONS

- Four-year college degree from an accredited university
- 3 to 6 years of delivery experience in strategic, management, costing, and/or technical consulting services
- Well organized individual who pays great attention to detail and is capable of significant creativity
- Strong project management and communication skills at all levels of the organization
- Advanced proficiency with Microsoft Office
- International services delivery experience is preferred, but not required
- 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 **ten consecutive years**
- Named one of the Top 100 Workplaces by The Atlanta Journal-Constitution
- Work daily with Fortune 500 Clients
- Opportunity for rapid career advancement

## REWARDS AND BENEFITS

- Competitive base pay
- Incentive bonus plan
- 3 weeks paid time off
- 2 paid days off for community service
- Comprehensive benefits package



- Medical/dental/vision benefits
- Company matched 401(k) with immediate vesting
- 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
- Conveniently located near I-285, GA-400 and I-85; free parking

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

[https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=29440679-d847-41e4-b32c-797f44374111&cclid=19000101\\_000001&type=JS&lang=en\\_US](https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=29440679-d847-41e4-b32c-797f44374111&cclid=19000101_000001&type=JS&lang=en_US)