



## Consultant / Sr. Consultant

<b>Title</b>	<b>Consultant / Sr. Consultant</b>
<b>Business</b>	<b>Optimization</b>
<b>Reports to</b>	<b>Director, Optimization &amp; Value Creation</b>

Advocate helps IT leaders speed the shift from cost center to strategic partner. As the premier TBM consulting and services company with more than 600 enterprise clients, we uncover more savings to invest, enable more business outcomes and create more influence overall. Just show us your data — we'll show you exactly where you can free up the working capital to do what matters more.

The Optimization Sr. Consultant will:

Ensures that goals and standards are successfully implemented and is responsible for the overall success of the project. Be responsible for performance including cost, schedule, deliverables, contractual compliance, and client satisfaction. Lead RFx activities, up to and including contract negotiations. Serves as liaison to client representatives.

### RESPONSIBILITIES

- Manage assigned client engagements at all levels of a client organization with responsibility for all content delivered by the project team.
- Lead multiple client engagements simultaneously
- Provide leadership and execution for projects across multiple technical domains
- Provide subject matter expertise for Advocate clients in active projects
- Design creative customer solutions using the best mix of Advocate and partner products
- Support the creation of relevant proposal material to describe how Advocate can solve the business and technical issues clients face with relevant technology solutions
- Lead negotiations on behalf of clients with various vendors
- Build relationships with clients while serving as a delivery team liaison from pre-sale to post-sale
- Own assigned project resource utilization and project profitability target attainment
- Build relationships with Advocate partners for client solutions and product development
- Support strategic product sales and revenue generation through proactive engagement with clients
- Stay abreast of industry technology trends through self-study and formal training and share that knowledge internally and externally
- Perform benchmarking and optimization analysis

### SKILLS

- Services delivery leadership experience including strategy, cost analysis, cost allocation, process design, and solution implementation.
- Strong operational proficiency in technology financial principles and functions with ability to relate to client CFO organization.
- Strong fit with Advocate consulting culture, values, and operating philosophy.
- Exceptional customer relationship development and management skills.
- 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.
- Ability to think outside the box to solve problems and achieve goals.
- Proven ability to manage consulting engagements and deliver high-quality outcomes to clients
- Understanding and/or direct experience telecommunications/voice and data network pricing and negotiations
- Ability to author, read, analyze, and interpret complex business issues, contracts, addendums, service orders, technical documents, diagrams, policies, or regulations



## QUALIFICATIONS

- 4-year college degree (Advanced degree a plus)
- 7+ years of diverse business, leadership, and/or technical experience that is relevant to Advocate business.
- Competence with a wide range of project consulting fee structures including project fee and performance fee.
- Unafraid to chart new strategy for developing Advocate's market. Strong sense of vision to lead development of product and sales strategy.
- Respected presence and ability to lead and support sales cycle for consulting offerings.
- In-depth knowledge and experience with modern communications and IT/cloud services and infrastructure.
- Must provide Proof of Right to Work in the United States on the I9 Form. 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 **nine 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
- Client facing position with the opportunity to make a direct impact

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