



Title: Sr. Director - Management Consulting

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Work Location: New York, New York,

Description

Do you enjoy helping others? Are you looking for a company with great benefits and monetary incentives? We want to hear from you!

Description

Conduent

Our promise is built on innovation, expertise and the valued partnership of our people. It's how we deliver on that promise that makes us different.

The Conduent Difference

As the world's largest business process services company, we're improving the way businesses and governments interact with their citizens, patients, customers and employees. Our mission is to modernize the constituent experience by making every interaction digital, personalized and secure.

Everything we do is in the service of the client. Everything we build grows out of their needs.

Innovation through Co-Creation

Fueled by an innovative mindset and an entrepreneurial culture, we constantly find new ways to create unique value for our clients. Every day we engage in relentless pursuit of greater solutions to improve the lives of citizens, patients and employees around the world.

Management Consulting

The Management Consulting business is seeking a full-time Sr. Director to lead and grow our Business Innovation, Strategy, and Planning services and capabilities. You will have the opportunity to deliver business-driven solutions to clients across industries and geographies. As a leader in the practice, you will be expected to grow the market by helping clients transform their business performance and accelerate growth through innovation and strategy development and planning and by being a trusted advisor at the C-suite and board level.

By joining the Management Consulting business, you'll discover an innovative, high-energy and collaborative environment that inspires top achievement. We don't just sell "transformation" as a single service. Everything we do is focused on driving additional value for our clients - from strategy and structure, to technology and processes, to people and culture - we help organizations successfully transform and grow their business. Within Conduent, a prestigious and highly successful leader in providing management, human resources and business process outsourcing

consulting services, you will be equipped with strong resources, a solid reputation and a global reach to enrich your work and enhance your career.

Primary Responsibilities

ASr. Director is expected to be a leader and role model within Conduent. An important aspect of this is to be well respected by peers, subordinates, superiors, and clients---across Conduent's lines of business and geographies. Principals also demonstrate ownership in the success of the firm through the following behaviors and activities:

- **Driving practice growth by leading and developing Management Consulting capabilities and market offerings specific to Business Innovation, Strategy and Planning**
- **Managing multiple client accounts and engagements, including the successful development and delivery of business-driven solutions and services for our clients across industries and geographies**
- **Driving additional value for Conduent and our clients by networking and teaming across our Outsourcing and Consulting lines of business to deliver more comprehensive and robust solutions**
- **Leading the market by understanding key industry and business trends and effectively articulating how our clients may be affected**
- **Contributing to market and eminence building efforts by developing thought leadership, attending conferences, and through speaking engagements and networking events**
- **Driving financial performance through the effective management of budgets, expenses, and profitability for projects you lead**
- **Managing individuals and teams by directing and tracking performance against objectives, creating an atmosphere of trust and collaboration, demonstrating leadership behaviors and encouraging continuous improvement and growth**

Required Skills

Required Qualifications

The following are required qualifications and attributes for a Management Consulting Sr. Director:

- **Bachelor's and/or advanced degree**
- **10+ years of relevant industry and/or consulting experience, including:**
- **Demonstrated consulting experience across Business Innovation, Strategy, and Planning**
- **Ability to create, develop and shape new business opportunities leveraging existing client or prospect relationships**
- **Ability to lead / facilitate client workshops and requirements gathering sessions in an effort to help clients develop business cases for investments and/or improvements**
- **Effective project management skills with the ability to lead large and complex enterprise-wide change and/or business transformation initiatives**
- **Strong critical thinking and reasoning skills with the ability to analyze quantitative and qualitative data and information to make informed decisions**
- **A problem-solving mindset with the ability to successfully navigate all levels of client executives and key stakeholders**

- **Ability to produce thought leadership and drive innovation**
- **Demonstrated management and leadership skills with the ability to develop staff and grow the practice**
- **You must be an “agile and hungry fighter” with a strong optimistic outlook and demonstrated ability to:**
 - **Be passionate, determined and resilient with a positive “can do” attitude**
 - **Collaborate with internal and external stakeholders to achieve “win / win” solutions**
 - **Communicate with, and influence, all levels of executives and client management**
 - **Adapt to a variety of client styles and cultures to create valued and trusted relationships**
 - **Operate with a sense of urgency and commitment to your clients and your teams**

Comments

Conduent is an Equal Opportunity Employer and considers applicants for all positions without regard to race, color, creed, religion, ancestry, national origin, age, gender identity, gender expression, sex/gender, marital status, sexual orientation, physical or mental disability, medical condition, use of a guide dog or service animal, military/veteran status, citizenship status, basis of genetic information, or any other group protected by law. People with disabilities who need a reasonable accommodation to apply for or compete for employment with Conduent may request such accommodation(s) by clicking on the following link, completing the accommodation request form, and submitting the request by using the “Submit” button at the bottom of the form. For those using Google Chrome or Mozilla Firefox please download the form first: [click here to access or download the form.](#)

Kind: Full Time

Level: Director

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