



To apply for this position, please send your resume and cover letter to careers@infomentis.com

InfoMentis is a global consulting and performance improvement company providing configurable programs that help our clients enable cultural change. We teach our clients how to more effectively attract and retain customers and help them to achieve bottom-line results.

Our configurable courseware, e-Learning modules, on-premise and web-based instructor-led training, consulting services and collaborative productivity tools are designed to be adapted for role-based behavioral change for anyone in marketing, sales, services, support and management that have contact with their customers and prospects throughout the entire customer lifecycle.

Headquartered in Alpharetta, Georgia, InfoMentis has helped industry leaders around the world understand and embrace the value of determining predictable revenue streams. Founded in 1996, InfoMentis has provided performance improvement strategy, consulting and coaching to over 40,000 professionals in 67 countries over 6 continents.

Associate Consultant

Job Description:

The role of the Associate Consultant is to interface with our clients, partners and internal organization with the goal of delivering world-class consulting services results.

Responsibilities:

- Participate in the development, implementation, and analysis of assigned projects, programs and strategies, specific to our consulting engagements
- Support clients, including senior leaders, in the definition and attainment of organizational goals by identifying and addressing strategic issues, including root cause issue analysis and structuring problem solving approaches, often when no precedent currently exists
- Identify key business sales issues and develop appropriate business cases and action plans from multi-disciplinary perspectives
- Conduct and interpret quantitative / qualitative analysis
- Excel in understanding corporate sales processes including Strategic Account Management and Opportunity Management
- Ensure that client needs are met consistently
- Establish effective working relationships with peers and managers both internal and external to InfoMentis

Basic Qualifications:

- Seven or more years with a minimum of three in a consulting and project management environment and three in a consulting sales capacity
- Demonstrated ability to work with professionals through influence and collaboration
- Proficient in team building, conflict resolution and group interaction
- Excellent skills in complex sales and analytic problem solving, change management and group process
- Sales operations and/or strategic consulting experience a plus

Preferred Qualifications:

- Demonstrated performance in strategic /operational analysis and planning, analytical techniques, and market assessments
- Superior communication, consulting, facilitation, negotiation, conflict management, problem resolution, change management skills and consensus building skills
- Experience and / or some understand of Word, Excel, PowerPoint, Access and CRM applications

Travel: Yes

Relationship: Contract to Hire