



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.

Consulting Manager

Job Description:

The Consulting Manager is responsible for identifying and implementing business value by delivering consulting services focused on the CEO, Chief Strategy Officer, Chief Marketing Officer and VP Sales and Marketing. The Consulting Manager will define, architect, drive and deliver business strategies that generate long-term client value.

Responsibilities:

The Consulting Manager will support delivery of client work and develop new client opportunities and be able to:

- Document and execute a structured approach to identifying and solving client problems
- Understand sales process and industry best practice
- Scope projects, create Project Plans and execute against deadlines
- Maintain strong knowledge of SFA's and their best practice use within an organization

Basic Qualifications:

- At least five years of management consulting experience within the ISV & High Tech industries
- At least five years of sales and marketing experience

Preferred Qualifications:

- Strong executive presence and client relationship building / influencing skills
- Exceptional communication skills
- Exceptional team building / mentoring skills
- Ability to identify industry performance drivers and competitive dynamics
- Industry knowledge and insight within the ISV & High Technology segment
- Ability to communicate visions and identify and close sales opportunities within accounts
- Industry thought leadership in the area of Account Management, Opportunity Management and Sales Process alignment
- Strong experience working directly with C-level executives
- Proven success in consulting environment

Travel: Yes

Relationship: Contract to Hire