



Collaborative Strategies | inc.

Senior Consultant

Position Announcement

Are you energized by helping executives navigate mission-critical challenges?

Are you an entrepreneur who likes working with other entrepreneurs?

Do you enjoy a fast-paced environment with diverse projects?

Are you ready to take a prominent role in the full life-cycle of a consulting business, from cultivating new client relationships all the way through delivering projects?

If so, Collaborative Strategies would like to meet you!

Collaborative Strategies, Inc. (CSI) is a St. Louis-based strategic advisory firm looking to add an experienced leader and service-oriented **Senior Consultant** to our team. Reporting to the President, the Senior Consultant will have the opportunity to work in an energetic, entrepreneurial environment while enjoying the stability of an established consulting firm. Learn more about us at: <http://www.getcollaborative.com>.

For more than 35 years Collaborative Strategies has served an enviable client list of privately held for-profit businesses and not-for-profits. Entrepreneurs in nearly 50 industries rely on CSI experience and expertise in strategic planning, leadership, succession, capacity building, and advisory boards to prepare for the future. We partner with our clients to articulate their vision, identify goals and achieve new levels of success.

The Senior Consultant role might be the perfect fit for you if:

- ***You have an uncommon mastery of strategy and strategic thinking.*** You will work with a client's leaders to clarify goals, identify obstacles and make tough tradeoffs. You will facilitate group meetings to analyze key needs and opportunities in client businesses. You thrive on working with client teams to help them identify mission, vision, strategic priorities, scorecards and the supporting capacity required to achieve their goals. You know how to create presentations and exhibits for use in client planning sessions.
- ***You dig deep into analytics.*** You will assemble and analyze a client's baseline situation through personal interviews, focus groups, primary and secondary research, web-based

surveys, reviewing financial reports and organizational charts, etc. A client baseline could include the following:

- Industry and competitive analysis
 - Business modeling & financial analysis
 - Operational efficiency
 - Market positioning and value propositions
 - Organizational capacity and management effectiveness
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- ***You are ready to build a business within a business:*** Initially, you will work with the firm's partners to support an established client base. Over time, you will have an opportunity to also build your own book of business. You will have all the support you need to locate, qualify and secure new business opportunities for CSI and grow your own income.

 - ***You are a master at client relations:*** You will create and maintain productive, on-going relationships with key decision-makers and senior executives at client businesses. You will become their trusted advisor, whom they seek out for guidance on the toughest decisions.

If you have:

- Bachelor's degree and MBA, preferably from a top university.
- A minimum of 5 years experience, ideally as a management consultant in an internal consulting capacity or at a strategy consulting firm.
- Proficiency in the Microsoft suite of applications (Word, Excel, PowerPoint).
- Uncommonly strong analytical and critical thinking skills.
- Fluency with numerical analyses (including financial analysis); knowledge of statistical analysis is a plus.
- Relentless attention to detail and highly organized.
- A command presence with a confident and professional demeanor balanced by evidence of empathy.
- Intelligent, mature self-starter with solid team building skills.
- An entrepreneurial spirit and enjoy a fast-paced environment with multiple, concurrent engagements.
- Excellent written and oral communication skills.

If you are qualified and interested, let's talk! Take the next step and apply online at getcollaborative.com/careers. All resume submissions will be treated as confidential.

| Equal Opportunity Employer |