

Management Consultant Role Description

1 General Role Description

Differentis Management Consultants typically work with Business Executives, CIO's and their Senior Management Teams, focussed on "Managing The Business of IT", at a strategic level. Typical assignments could include:

- Undertaking assessments of a Business Function or the IT Department,
- Assessing the impact of new Business Strategies on IT
- Developing, reviewing and refining Strategies for IT, appropriate to the circumstances (e.g. the impact of M&A, Consumerisation of IT etc)
- Developing, reviewing and refining Business Cases for Investment, at all stages of the Business Case Lifecycle
- Conducting Due Diligence Assessments on a Company's technology & IT services in advance of its being purchased
- Developing IT Operating Models and Operating Model Elements
- Carrying out sourcing assessments in advance of outsourcing

2 Knowledge and Qualities

- An ability to stand back and identify what needs to be done to help clients deal with their business problems
- Strong interpersonal skills and an ability to work with senior business and IS management
- An ability to develop strong relationships with clients
- Strong communication skills (written, oral, presentations, and facilitation)
- Good project management skills
- Excellent analytical skills (including facility in using Excel)
- Ability to work alone or as part of a team
- Initiative and drive to think creatively and to develop IP for Differentis
- A hunger to develop further work with existing clients and seek out new clients
- A good understanding of how organisations work, and in particular IS processes within large companies
- Commercially aware, perhaps having negotiated on either the sell or buy sides
- A good understanding of the stakeholder political pressures on clients and projects
- A good knowledge of information technology and what is happening in the market today, but not as a "technologist"

3 Typical Experience

A typical candidate for this role has:

- At least 8 years Management Consulting experience with a company of excellent standing, ideally with a strategic or operational emphasis;
- A track record of success in supporting managing change in larger organisations;
- Experience of leading assignments, as well as working in teams with others;
- Some industry and or functional depth is highly desirable, although the ideal candidate will be able to apply him or herself to new industries and function as required;
- A university degree; an MBA would be useful but dependent on other factors not essential.