



ADVISE • CREATE • ENABLE

# SENIOR ASSOCIATE

## Consultant

We are seeking exceptional, highly skilled individuals to join us as Senior Associates. You work alongside with a Senior Consultant and a talented group of collaborators to create innovative solutions that will transform industry, functional and/or digital solutions to drive business value for our clients. Apply deep process, operational excellence and change skills to help clients navigate shifting market demands, optimize their business and leverage their talent.

Quadmark's Purpose is "to help organizations make better decisions at all levels of the company whether they're small pivots or bigger choices we make with leadership."

A global technology consulting firm, we bring cutting-edge ideas, approaches and methods to bear on clients' toughest problems and biggest opportunities. Specifically, we provide to ambitious leaders and organizations advisory and capability-building services that unlock the challenges of achieving sustained growth by pursuing the new opportunities inherent in the complexity and dynamism of our times.

Quadmark works with the world's leading and most ambitious organizations to drive growth on the issues that are most important to them. To that end, the firm has developed client advisory content and services in the areas we think are critical to growth: corporate and business unit strategy, marketing and sales, organization and leadership, innovation and social impact.



ADVISE • CREATE • ENABLE

## QUALIFICATIONS

- At least 3 years of industry/consulting experience for Senior Associate.
- Bachelor's Degree or equivalent.
- Deep skills in one or a few of the following:
  - Service/Product Management
  - Go-to-Market Management
  - Content Marketing
  - Program Development
  - Sales/Channel Management
  - Operating Model Design
  - Learning & Development/HR Transformation
  - Industry-driven Management Consulting
  - Service Design
  - Design Thinking
- Proven ability to build, manage and foster a team-oriented environment.
- Proven ability to work creatively and analytically in a problem-solving environment.
- Competent working with digital solutions in a data/technology-driven environment.
- Excellent communication (written and oral) and interpersonal skills.
- Excellent leadership and management skills.

## KEY RESPONSIBILITIES

- Identifies, assesses and solves complex business problems for area of responsibility, where in-depth analysis of situations or issues is required.
- Works closely with clients to understand, identifies issues and designs and delivers business and technology enabled solutions for them.
- Understands and brings innovation to their work in both technology and business areas.
- Interacts with senior management at a client and/or within Quadmark on matters where they may need to gain acceptance on an alternate approach.
- Grows consulting work in their teams and effectively manages and develops the team's consulting capabilities.
- Develops new innovative consulting assets, collateral and ideas that can be reused across clients.
- Acts independently to determine methods and procedures on new assignments.
- Independently makes decisions that have a major day to day impact on area of responsibility.
- Manages large - medium sized teams and/or work efforts (if in an individual contributor role) at a client or within Quadmark .
- Able to identify and articulate the value of a proposed or delivered solution.



ADVISE • CREATE • ENABLE

## PEOPLE WE LIKE WORKING WITH

- A strategic thinker who has a solid understanding of business and design best practices that helps drive the creation of innovative solutions that drive business outcomes.
- Has the curiosity of a scientist and the passion of an artist, and the ability to inspire passion, dedication, and killer work from others.
- Risk taking in business, pushing past the obvious, and the determination and perseverance to drive both the project team as well as the client to meet deadlines to deliver solutions that would deliver the committed results.
- Passionate about solving complex problems, has the desire to deliver outstanding results.
- Familiarity with experience design processes and methodologies, with recognizing the importance of analytics.
- Shares these Quadmark values: integrity, trust and personal credibility; hungry for results and show perseverance; a good listener and leader; strong team player and ability to work in a collaborative team environment.
- Loves a good glass of wine and enjoys telling stories.