Manufacturing Strategy Lead

In this role, you will be responsible for:

Offering strategy:

* Through collaboration with your Global industry and offering leadership:
* Define Manufacturing-led propositions for our offerings.
* Curate a comprehensive set of Manufacturing -specific assets, go-to-market content.
* Manage and own Manufacturing client success stories.

Market Development & Sales

Through collaboration with your regional industry leadership and regional offering leadership:

* Focus account teams to drive market development within Manufacturing.
* Develop Manufacturing -led opportunities.
* Manage relationship ecosystems with partners Salesforce in industry.
* Build winning proposals that demonstrate relevance and expertise in the Manufacturing space.
* Engage with the operations team, offering leads, and capability leads to ensure the right Manufacturing industry resources are engaged for industry opportunities.

Delivery:

* Lead and support the delivery of a broad range of Advisory engagements.
* Work with senior client executives to identify their business problems and develop the right approach and analytical solutions.
* Actively participate in client engagements by leading teams, driving client outcomes, and owning key deliverables.

Team Development:

* Partner with the Talent Acquisition Team to maintain and identify the capabilities needed to deliver Manufacturing-led solutions.
* Enable and grow our Manufacturing industry SMEs.

Your Skills

* Proven track record of management consulting experience and strategy through use of design thinking, stakeholder alignment, vision creation, roadmap creation, assessments, and business case validation
* Proven track record of developing and growing long-term, high value client relationships.
* Passionate about trends and thought leadership in Manufacturing including Product lifecycle, IoT and Industry 4.0, employee health and safety, intelligent automation, enhanced employee engagement, sustainability centric operations, and delivering impeccable client experiences.
* Strong knowledge base of trends and thought leadership in the Manufacturing space, specifically at the intersection with technology.
* Strong communication and negotiation capabilities.
* Creating, delivering, selling, and supporting Manufacturing-centric use cases, value propositions and solutions.
* 15+ years of relevant technology business leadership experience, including solution sales, creation, delivery, and business management
* 5+ years of demonstrated people experience, experience of working in a consultancy or IT services delivery organization desirable but not essential

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