



Strategic Partnerships, Inc.

CONSULTING TEAM MEMBER

Position Specifications

ABOUT SPI

Strategic Partnerships, Inc. (SPI) is a full-service, public sector focused, consulting and research firm based in Austin, Texas. SPI specializes in government procurement consulting, governmental affairs and customized research. SPI is recognized as a pioneer in the business of partnering public and private entities for commercial purposes. To learn more about SPI, please visit: www.spartnerships.com.

ABOUT THE POSITION

SPI's Consultants work in client account teams for specific clients. Each Consultant is responsible for managing an account team's efforts to meet various clients' expectations. SPI has developed a procurement consulting model that has proved to be very effective. The model calls for all consultants to be part of a team approach to success. Some experience in sales and marketing would be a bonus.

JOB RESPONSIBILITIES WILL INCLUDE

- Providing support and be a part of various Client Account Teams.
- Assisting other consultants in activities to ensure successful client engagements.
- Understanding each industry sector for clients being represented.
- Learning about sales, marketing and business development.
- Helping to develop and maintain client business development plans.
- Learning how to use an Opportunity Database for client teams.
- Alerting clients to upcoming opportunities and gathering intel about the projects.
- Understanding and assisting with political issues and advocacy.
- Assisting with legislative oversight.
- Communicating with clients, external consultants, researchers, and others on behalf of the clients.
- Serving as an active member of client teams and contributing ideas for helping grow the clients' public sector business.
- Actively participate on client calls and in client meetings.
- Actively participate in capture strategy planning.
- Perform all Client Account Team duties on time and on budget.

- Perform all other duties as assigned.

PREFERRED TRAITS AND EDUCATION

- Graduation from an accredited 4-year college or university.
- Professional demeanor and appearance as well as positive attitude.
- Knowledge of State and Local Government procurement.
- Proven project management skills. Self-motivated and able to effectively handle multiple tasks.
- Solid web based and computer skills, particularly internet searches and MS Office.
- Proven oral, written and presentation skills.
- Ability to work in teams.
- Strong problem-solving skills with the ability to identify and execute process improvements.
- Strong interpersonal, organizational and time-management skills.

HOW TO APPLY

Please e-mail a brief cover letter describing your interest in the position and résumé to Imatisi@spartnerships.com. In the subject field of your email, please write: Application for Consultant.