



Strategic Partnerships, Inc.

SENIOR CONSULTANT (IT FOCUS)

Position Specifications

ABOUT SPI

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

ABOUT THE POSITION

SPI's Senior Consultants lead client account teams for specific clients. Each Senior Consultant is responsible for overseeing an account team's efforts to meet various clients' expectations. SPI has developed a procurement consulting/business development model that has proved to be very effective. The model calls for all consultants to be part of a team approach to success. This Senior Consultant position is open to an individual with specific experience and expertise around technology. Some experience in sales and marketing would be a benefit.

JOB RESPONSIBILITIES

- Provide the strategic direction and support to align with the objectives of assigned clients
- Supervise internal and external resources to implement the strategy designed to meet clients' objectives
- Prepare and implement an action plan in line with contractual commitments to assigned clients
- Lead internal and external client strategy sessions
- Communicate with clients by phone and in person regularly
- Review and approve client status reports
- Ensure client satisfaction, retention and grow assigned client accounts
- Contribute to the development of account team members by way of education, mentoring and inclusion in a variety of client-based functions
- Manage the profitability of each assigned client account
- Introduce clients to key public sector decision-makers and communicate with public sector representatives, decision-makers, legislators, etc. to identify opportunities and support client needs

PREFERRED TRAITS AND EDUCATION

- Graduation from an accredited 4-year college or university

- Experience in selling to the public sector and/or executive level experience in the public sector or government affairs
- Proven ability to develop, communicate, drive, and deliver strategic initiatives
- Proven account/project management skills
- Excellent oral, written and presentation skills
- Demonstrated leadership ability
- Strong problem-solving skills with the ability to identify and execute process improvements
- Demonstrated commitment to high quality client service interactions and consistent quality outputs – at least 8 to 10 years of client account management experience
- Strong interpersonal, organization and time-management skills
- Solid web based and computer skills, particularly internet searches and MS Office

HOW TO APPLY

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