



Sr. Consultant –Research and Advisory

Industry	Research and Advisory
Discipline	Sr. Consultant
Location	Tolland, CT (HQ) or Partial Home Office
Reports To	Vice President of Research and Advisory Services

Nerac, Inc. is a global research, technology, and advisory services firm dedicated to helping companies stay ahead of the curve in ever-evolving markets. Trusted by more than 12,000 clients worldwide, Nerac’s team of subject matter experts, scientists, and engineers help uncover key business questions, and then we find the answers.

As a senior consultant, you will deliver and oversee research and advisory services projects, through the management of standard project execution, client service activities, and allocation of information science consultants. Individually contribute to engagements using deep subject matter expertise while demonstrating a consultative approach to developing long-term advisory relationships. In addition to mentoring the consultant staff, you will have the opportunity to provide input on methodology development.

RESPONSIBILITIES

Developing proposals, presentations, and statements of work (SOW) while recommending strategies to grow our advisory services presence in existing accounts

Engagement Management – Oversee client engagements from start to finish, exceeding client expectations, managing project economics and risks

Facilitate pull-through client engagements

Develop and maintain client relationships

Lead client phone calls, readiness calls, and internal planning with staff

Educate clients on services that Nerac provides

Monitor the progress of engagements and key project activity dates, ensuring deadlines are met and expectations are managed appropriately

Mediate complications as they may arise, relating to client, staff consultants, or project execution

Review work papers, drafts, and final reports with high attention to detail

Maintaining an awareness of industry best practices and business levers for our offerings

MINIMUM QUALIFICATIONS

Bachelor's degree

At least 5 years of experience in advisory services

SKILLS

Ability to meet deadlines with a high degree of motivation

Thrives in a fast-paced environment

Excellent communication skills

Ability to work individually as well as collaboratively

A track record of successful and directly-related consulting/professional services management experiences

Ability to communicate effectively and tactfully across all levels of an organization

Excellent negotiation, conflict management, and problem-solving skills

Ability to operate effectively in our culture, demonstrating flexibility and speed to results

Ability to assess and leverage strengths of a diverse group of people to maximize team performance along with proven success developing individuals

Adaptable to balancing the demands of multiple client assignments with team development while pushing the intellectual envelope in search of solutions to complex problems

An entrepreneurial mindset with the desire to further develop Nerac's advisory services practice by leveraging existing resources and capabilities in new and unique ways to achieve success