

# The Shortlist

<http://theshortlist.careers/job/partner-consulting-manufacturing-automotive/>

## PARTNER – STRATEGIC VERTICAL MANUFACTURING GERMANY/SWITZERLAND

### Location

Germany – flexibel, Germany

### Release Date

9. Februar 2019

### Date of Expiry

30. April 2019

### Apply by email

[christin@theshortlist.careers](mailto:christin@theshortlist.careers)

### THE COMPANY

Our client is a leading technology insights, market intelligence and advisory services company, serving more than 500 clients around the world to help them achieve operational excellence. The company supports private and public sector organizations to transform and optimize their operational environments through research, benchmarking, consulting and managed services, with a focus on information technology, business process transformation, program management services and enterprise resource planning. With more than 1,300 employees worldwide, they operate in 21 countries.

### Our Offer:

- Leading edge BiTech projects (typically key client initiatives) with the Fortune 100 clients across industries
- These projects are increasingly transformational in nature given the digital initiatives of our clients
- Opportunity to be part of an experienced advisory team and network with the who's who in the industry
- Freedom to establish yourself as a thought leader in the industry and shape your own career

### SO HOW ABOUT YOU?

#### Your Task:

As a Partner you are responsible for:

- Identifying, acquiring, and growing significant client relationships, overall project quality, client retention and renewal, and overall client satisfaction within the key sector Manufacturing
- Advise on strategy and execution of application transformation (rationalization, cost leverage in operations)
- Application strategy development – how enterprise architecture drives sourcing strategy
- Create organizational and operating models for bi-modal IT – implement enterprise agility
- Legacy modernization, cloud adoption & migration
- Define future IT architecture (applications and infrastructure) of large global organizations
- Develop IT roadmaps to implement emerging technologies supporting digital business transformations
- Shape the future role of the IT department as a technology & service broker
- Play a subject matter expert role in business development activities for IT strategy or transformation, lead workshops and client engagements or parts of client engagements against agreed statements of work
- Advance our Digital/IT practice with your own thought leadership, white papers, blog articles and IP creation

#### Your Qualification & Skills:

- Minimum 15 years experience in relevant BiTech transformation consulting

or delivery experience – either in consulting, client organizations or with service providers

- Minimum 10 years of “hands on” consulting experience developing complex operation solutions with executive teams, and coaching and advising executives
- Experience in several roles including technology, account management, sales, sales support, service delivery management and solution design within the key sector Manufacturing
- Exposure to business-IT alignment, digital IT strategies or digital business models are a must-have
- Verbal and written fluency in both German and English
- Willingness to travel