

Senior Consultant

Reports to Director of Consulting

Job Scope

The Senior Consultant is responsible for helping XPLANE's customers design, activate, and realize their objectives. The Senior Consultant facilitates client sessions, while partnering with a visual designer and other XPLANE team members to architect solutions for customers. Consultants are expected to rapidly drive clarity around core concepts and facilitate decision making with groups across various business sectors from high tech to hospitality. Consultants utilize proven visual facilitation methodologies and work to improve them. This role is expected to work independently, with limited supervision, and has a high degree of decision-making responsibility.

General Duties/Responsibilities

- Discover client issues, opportunities and needs, and design and deliver impactful solutions in partnership with other XPLANE team members.
- Facilitate workshops, meetings and events with subject matter experts and decision makers.
- Create and give presentations and propose solutions.
- Create session captures and other documentation for clients and the internal XPLANE team.
- Recommend deliverables and collaborate with the XPLANE team through approved initial concept.
- Contribute to XPLANE's toolkit of visual thinking practices and be an active participant in improving our consulting practice.
- Continue to develop your own expertise and be a thought leader.
- Partner with the Accounts Management team to grow accounts.
- Create and promote XPLANE through thought leadership.
- Own an area of expertise (Lean Six Sigma, etc).

Qualifications

- 13+ years in a senior level role at an organization or in consultant role
- Background in management or design consulting
- Bachelor's in Business, Organizational Development, or related field. Master's degree highly preferred
- Experience in visual thinking techniques to capture, clarify and organize information.
- Expert facilitation skills
- Ability to synthesize information into logical structures
- Excellent listening and communication skills
- Strong business acumen
- Ability to comprehend complex issues.
- Knowledge of a broad range of business-related topics
- Excellent writing skills preferred
- Outstanding references

- Experience in a senior level role at an organization or in a consultant role
- Expert experience in XPLANE methodologies
- Proven success in visual thinking techniques

Working Conditions

The Consultants primarily work in the office, or remotely while travelling. Frequently travels (up to 40%) within the United States and occasionally internationally.

Physical Requirements

- Ability to sit for eight (8) or more hours with allotted breaks
- This is an active position, with occasional periods of standing, sitting, kneeling, and crouching
- Most be able to comply with the physical demands of extensive travel,
- This position demands extensive keyboarding, visual acuity required
- Occasionally asked to lift 25+ pounds

Supervisory Responsibility

Medium - Individuals in this role will lead the work of others and provide mentorship.

Client Responsibility

High - Individuals in this role will continually have contact with XPLANE clients and are held responsible for client satisfaction.