



sharma**strategy**group

SharmaStrategyGroup.com

## principal at sharma strategy group

Sharma Strategy Group is a strategy and management consulting firm that combines the rigor of a top tier consulting firm with the entrepreneurial environment of a startup. Basically, we're doing the same work as the big names, but we do it with the understanding that you have a life.

We were founded by a Boston Consulting Group alumnus in 2010 and our growing team of thought leaders delivers value through strategic prioritization and collaborative execution. We combine our advanced analytical capabilities with a collaborative working style to create lasting change and sustainable competitive advantages for our clients. Which sounds really serious but we have a lot of fun doing it.

## what we do:

Our projects span multiple industries and functional areas including corporate strategy, go-to-market optimization, strategic M&A advisory, pricing & revenue management, sales force effectiveness, operational effectiveness, transformation & change and innovation. In short, we do a lot of big thinking for a lot of big companies.

### EXAMPLES OF PAST / ONGOING PROJECTS INCLUDE:

- Crafted Brand portfolio growth strategy at a Fortune 50 company across 5 markets
- Optimized Innovation strategy and helped 2-5 year pipeline for a Fortune 50 company
- Re-designed and help organize a world-class Finance function at Fortune 100 company
- Crafted a 10-year strategy for a non-profit and helped re-organize the Board role and composition
- Optimized supply chain network and helped drive efficiencies at a Fortune 15 company

## who we are looking for:

You have an exceptional track record of developing pragmatic strategies in industry or at a top consulting firm. You have strong analytical skills and a desire to continue to grow in a fast-paced, entrepreneurial environment. You may or may not like working in your pajamas. That really doesn't matter. We're good either way. And, finally, you're looking to join our team as a fulltime Principal.

As an SSG Principal, you will be a leader in a collaborative team that delivers valuable insights and analytics to help our clients solve their most challenging business issues. Our startup mentality also means that from the start of your journey with us, you will be leading teams through challenging, meaningful work and the ability to make an immediate impact. Fewer layers and corner offices equals more opportunity. You write the growth trajectory that you are on – there are no "minimum time at a level" here are SSG



### JOB RESPONSIBILITIES:

- **Strategic insight:** identify key problems to solve for complex business problems; develop and prioritize hypotheses for analysis; tease out the "so what" and strategic insight
- **Case management:** Lead case planning, manage case teams; define deliverable structure and content; facilitate buy-in of proposed strategies from top management levels at the client; direct on-time, quality delivery of work products; manage case risk
- **Developing and maintaining strong client business relationships:** Manage day to day interactions with executive clients and sponsors
- **People Development:** Perform role of counselor and coach; provide input and guidance into the professional growth of the junior team; provide leadership and support for case teams
- **Leadership in internal SSG activities:** recruiting, business development, team building



### WORK ENVIRONMENT:

- Fast-paced and intellectually rigorous entrepreneurial environment
- SSG has presence in Texas, New York, Massachusetts, Illinois, California, Idaho, Washington, DC and Colorado
- Preference for candidates to live in one of SSG markets, but strong candidates may choose to live elsewhere in city of preference
- Travel: 50%



### KEY COMPETENCIES:

- Thought leader
- Insight generator
- Superior analytical and problem solving skills
- Entrepreneurial mindset
- Intellectual curiosity
- Effective written and verbal communication
- Ability to work in a fast-paced environment
- Ability to organize, prioritize and manage multiple parallel tasks/projects
- Collaborative, team player
- Strong work ethic



### JOB REQUIREMENTS:

- Deep experience in analytics and strategy consulting
- A proven track record in defining approach to and designing practical business strategies
- Adept at managing complex programs to create business solutions for clients as part of a high-talent team
- Proven skills leading large strategic cases
- Strong problem solving and troubleshooting skills with the ability to exercise mature judgment
- Ability to engage and manage senior-level client relationships
- Exceptional oral and written communication skills, including presentation skills
- Willingness to mentor junior staff
- 10+ years of relevant consulting or industry experience
- Willingness to travel up to 50% of time

### WORK ELIGIBILITY:

- SSG is happy to sponsor work visas for the right candidates

### COMPENSATION:

- At SSG, we believe that compensation should be fair and commensurate with the candidate's experience and talent. Our compensation and benefits packages are comparable with the compensation + benefits packages at top tier consulting firms