

Title: Managing Director, Advisory Services Business Unit

Location: Charlotte, North Carolina

TCG Consulting, leading global independent strategic advisors for Corporate Travel, Meetings, Payment and Expense Management. TCG was recently named as one of the 20 fastest growing global consulting firms by *Consulting Magazine* and is ranked by Inc. Magazine as one of the fastest growing private companies headquartered in the United States.

Summary: We are seeking a highly motivated individual with a consistent record of professional and personal achievement **in a professional services consulting firm**. Creativity, initiative, resourcefulness and an entrepreneurial spirit are a must. This is your opportunity to create your own unique path in a dynamic growth environment.

The Managing Director plans, organizes and coordinates the long-range and day-to-day activities of the business; managing multiple, complex engagements, large project teams and internal support resources across a wide variety of project types that deliver indirect spend management and strategy for Travel and Expense management for global corporations.

Responsibilities:

Best Practices – Improve processes and policies in support of organizational goals. Formulate and implement business unit policies and procedures to maximize output. Drive growth, quality and performance across TCG. Communicate and integrate consulting project insights and innovation to the larger TCG team, while looking for ways to contribute to the development of new thought leadership and innovative service offerings.

Human Resources – Determine staffing requirements and skill sets. Assist with project organizational structure; identify available skill sets; evaluate current staffing skill and distinguish needed skill sets. Enhance and maintain Resource Reports for allocation and forecasting. Ensure that the company resources are being allocated as efficiently and as profitable as possible.

Business Management – Partner with the Sales Team in pre-qualification determinations and scoping processes. Assist in the development of strategic plans for effective operational delivery. Ensure operational efficiency and effectiveness while staying within budgetary limits. Enhance the relationship with our clients by developing strong, lasting partnerships with their business and leading the development and delivery of solutions to their most complex challenges.

The Managing Director, Advisory Services is also a leader in our culture, capable of grooming our consulting organization into high performers and future leaders and providing strategic insight and feedback to shape the future of our firm. Productive, goal-oriented candidates who want to make a real impact on the organization and our clients are encouraged to apply.

Basic Qualifications

- Big Four or similar consulting background
- A bachelor's degree, master's degree preferred
- Management Consulting experience in in-direct spend strategy and execution required.
- Travel consulting experience desired
- A proven track record of success operating in a professional services firm or large consultancy
- History of managing complex projects with mature project management methodology
- Demonstrated ability to develop and deliver quality planning approaches with timely and responsive services and work products that meet and/or exceed client expectations
- Leadership track record that generates cohesive teams and motivates members, creating an atmosphere of trust, leverage diverse views
- Achieve overall and departmental financial and delivery targets by ensuring work is delivered on time and on budget
- Results oriented and client focused
- Ensure consistent, efficient and cost-effective processes, procedures and appropriate accountability, including effective management of resources
- Successful track record of building and growing an Advisory Service Practice
- Experience with developing and supervising staff both on engagements and in their career
- Must possess a high degree of integrity and confidentiality