



Job Description

Account Manager/Lead Consultant

May 2010

Position	Account Manager/Lead Consultant
Reports to	Senior Vice President, Consulting Services
Description	<p>The Lead Consultant takes an entrepreneurial approach to manage and grow a portfolio of Morehead's business.</p> <p>The Lead Consultant is the "face of Morehead" and is recognized as a trusted partner who helps achieve business success for every client. The Lead Consultant combines extensive knowledge, experience and insights in human capital management with consultative selling skills to help executive leaders of client organizations accomplish their business and organizational goals. This is accomplished by leveraging information and support from Morehead's human capital solutions.</p> <p>A Lead Consultant has both revenue and service performance measures for their portfolio. A portfolio of accounts for a Lead Consultant may range from small to very large and complex organizations. Likewise, client solutions may range from fairly standardized products and delivery to highly customized products and delivery for unique needs.</p> <p>Within their portfolio, the Lead Consultant is accountable for all client engagements and directs assigned Project Managers and Staff Consultants.</p> <p>The Lead Consultant adds to Morehead's intellectual capital by developing whitepapers, presenting at conferences, and represents voice-of-customer input in product innovation.</p> <p>The Lead Consultant partners with Morehead Sales to build relationships and close new sales.</p>
Qualifications	<ul style="list-style-type: none">• Advanced degree or related business experience in Organizational Sciences or related social sciences, Ph.D. preferred.• 5 to 10 years in directly related consulting experience (Human Resources; Change Management; Human Capital metrics, etc.)• Demonstrated success in leading consulting engagements including managing projects and meeting client commitments on schedule and within budget• Executive Presence and experience working with C-Suite or senior leaders• Excellent verbal and written skills, including presentation for large groups and senior management.• Demonstrated ability to make good business decisions "in the moment" and effectively intervene when needed to resolve client or internal company issues.• Demonstrated ability to navigate effectively in a fast paced business environment with competing priorities.
Location	Open