

CONSULTING OPPORTUNITIES

Conner Partners is a fast-growing company that helps leaders clarify and execute strategies as well as deliver the full value of their critical initiatives. Our standards are extremely high: we distinguish ourselves by the quality of work we produce in consulting, training, and research and by the strength of character exhibited by everyone in our firm. Our clients recognize the combination of these characteristics as unique in the industry; as a result, our services are in constant high demand.

Position Information

We have consulting positions available at several levels in the firm including Practitioner, Senior Practitioner, Engagement Manager, Director, and Vice President.

Location(s): Atlanta and other major U.S. cities

Given the nature of our transformational work, Conner Partners uses a 3-4-5 consulting model:

- 3 nights away from home each week, depending on client location
- 4 days at client sites
- 5 productive days of work per week

The Opportunity

Successful candidates have the opportunity to:

- Join a world-class consulting firm offering a value proposition unique to the consulting industry. Our firm has a 30-year history and a stellar industry reputation of sustained growth—70% for the last two years.
- Work with an organization of committed professionals advocating the culture and values of the firm in all aspects of their business lives.
- Represent a disciplined proven approach designed to help clients realize measurable value both now and in the future. Our intellectual property is based on more than three decades of research and experience.
- Help develop and grow a new industry profession, Strategy Execution Specialist, a consultant who helps corporate leaders successfully execute major business transformations.
- Work with a firm confident in its ability to produce results. We share the risk with each client through a unique “Promise Partnership” agreement that ties a portion of Conner Partners’ fee directly to the client’s results.

Essential Qualifications

In general, candidates should possess a minimum of 3 to 15 years or more of successful consulting experience. Senior-level candidates should be capable of carrying revenue-generating and practice- or account-management responsibilities. Depending on the

background and experience of each candidate, the Executive Leadership Team will determine the appropriate level for which the candidate is qualified during the interview process.

All candidates must possess the following background and characteristics:

- Demonstrated experience preferred in one or more of three core legs of Conner Partners' Intent/People/Delivery model
- Superior executive presence
- Track record of successful consulting at the C-level or with mid- to senior-level client management
- Advanced client relationship management skills
- Track record of successful project delivery on time and on budget
- Demonstrated ability to produce high-quality written client deliverables
- Demonstrated success in leading teams and/or as a team member
- Excellent communication and interpersonal skills
- Personality, style, and values consistent with Conner Partners' cultural guidelines and attributes
- Undergraduate degree required; advanced degree preferred

Compensation, Benefits, and Employee Value Proposition

- Market-competitive base plus bonus, depending on qualifications and experience; our compensation model is entrepreneurial, enabling employees to have a significant influence on their incomes
- Full benefits, including medical, dental, 401(k), and paid holidays and vacation
- An organization of committed professionals advocating the culture and values of the firm in all aspects of their business lives
- A strong executive leadership team committed to helping employees achieve work/life balance in the consulting industry