



Title: **Business Advisor**
Location: Any Location/Hybrid/Remote

JOB SUMMARY

The Business Consulting team works with business owners to provide strategic advisory and management consulting services to them and their business to support their growth, creating sustainable success, and building enterprise value. The Business Advisor's primary role is to work directly with clients and senior team members to execute on a variety of projects and support the continued growth of the Business Consulting team. This position blends high-level strategy with tactical action to help solve operational business issues and to hold management accountable to executing their plan.

JOB DUTIES

- Work directly with clients to help create clarity, identify issues through quality question asking, clarify their goals and objectives, and advise them on next steps.
- Facilitate client planning meetings
- Work directly with clients to assist in developing strategy
- Accessible to clients to solve issues, as they arise
- Be a thought partner with clients and educate them on options and alternatives to solving for their issues
- Assist and support the continued growth of our business with new clients and involvement in marketing and business development
- Collaborate with others on our team to evolve and expand our offerings
- All other duties as assigned

REQUIRED EXPERIENCE / QUALIFICATIONS

- 10+ years professional experience and in a leadership/decision making role
- Strategic leadership and dealing with owners and key stakeholders of an organization
- Ability to work in a fast-paced, team environment with the goal of meeting tight deadlines under pressure
- Ability to successfully manage multiple projects and clients at a time
- Ability to be flexible and develop bespoke offerings and solutions to solve client needs
- Ability to have difficult conversations and be voice of reason. Saying what needs to be heard, not what they want to hear
- Experience delegating work
- Experience with maintaining client and other Center of Influence relationships
- Strong desire for continual learning and supporting process improvements

TECHNICAL SKILLS

- Proficient in Microsoft Office
- Strong analytical and problem-solving abilities
- Excellent written and verbal communication skills