

Managing Consultant Job Description Role: “International Automotive”

Summary

Team member of our International Automotive Team

Business Skills (based on level)

Projectmanagement	Manages big international projects, delivers results in time, budget and quality. Foresees issues and addresses them proactively
Client Management	Manages customers proactively, supports customer in identifying problems, develops customer relations over the time.
Acquisition	Plays an integral role in the acquisition process, builds up client network and wins follow on projects
Business Management	Supports planning and budgeting, delivers quality financial and non financial forecasts, identifies possible scenarios and market trends, develops customer oriented services

Interpersonal Skills (based on Level)

Leadership	Supports the integration and development of the project members. Ability to motivate and challenge team members.
Intercultural	Leads effectively multination teams, uses his cross cultural experience to solve issues within and outside of the project teams
Communication	Communicates effectively on all levels, adopts style based on audience, is able to present and lead workshops professionally even in critical situations
Conflict Management	Is an excellent moderator and stays professional and solution oriented, develops and presents solutions to conflicts

Assertiveness	Expresses his own views with courage, makes bold decisions and sticks to them. Has a very high professional standing
Knowledge Sharing	Distributes actively new knowledge to defined recipients, contributes actively to proaxia knowledge sharing processes
Analytical thinking	Ability to make complex situation understandable for others, develops appropriate problem solving strategies

Technical Skills (based on Level)

Education	MBA or equivalent
Experience	More than 9 years functional and technical consulting
Technical Skills	
	MS Office
	English: Fluency written and spoken
	Business Engineering Methods
	ASAP
Project Experience	4 Subproject lead (major projects) or 3 full cycle implementations, participation in fix price projects and international projects
Other requirements	Willingness to travel internationally, 2-3 weeks onsite at customer location per month
	Interest in new technologies
Customer relationship	Is accepted at C-Level, active role within bidding process
Subject Matter Expert	Yes

Role Specific Criteria

SAP Modules	SD, MM, Industry solution Automotive (VMS, Warranty, DBM)
Functional Knowledge	Automotive wholesale and retail
Other	Home location allowing convenient travel in the APJ Region
Business Network	Good business network in the automotive industry in the APJ Region