



THE SYNERGOS INSTITUTE
Director, Consulting Services

The Synergos Institute is a global non-profit organization dedicated to developing and implementing collaborative solutions to poverty. As part of this larger effort, Synergos launched Synergos Consulting Services, a social purpose advisory group that both advances the Synergos mission and generates revenue for the organization. This unit of Synergos provides consulting support to corporations and foundations on social impact strategies using Synergos' unique toolbox of innovative, participative and locally-rooted approaches. The main geographic focus areas are South Asia, Africa, Latin America and the Middle East. Additional information about Synergos and Synergos Consulting Services is available at www.synergos.org and www.synergosconsulting.org.

Location New York City-Headquarters

Title Director

Reporting
Relationship Reports to the Senior Director, Services

- Major
Responsibilities
- Lead and manage client service engagements and drives results, quality and growth and successful completion of projects
 - Deliver superior quality results and experience to corporate, foundation, and nonprofit clients.
 - Develop new business and support the marketing of Synergos Consulting Services in outreach to new client prospects.
 - Own and build trusting relationships with clients and generate repeat business.
 - Lead consulting teams and engage directly in problem solving, research, data analysis, and presentations with clients.
 - Develop tools, methods, processes to undergird service delivery; create knowledge management and dissemination systems to organize and deliver knowledge products as needed.
 - Support overall Synergos Services practice development, including planning, budgeting, financial management, talent development, growth of the practice, contribution to Synergos, etc.

Qualifications

- At least 6-8 years' experience in a management consulting firm offering clients strategic counsel, with 3-4 years as an engagement manager
- MBA or relevant degree in international relations, international development, economics, politics, etc. preferred
- Track record of success in marketing or sales with a range of client types and in different settings with quantifiable results
- Experience working on complex organizational and multi-stakeholder settings with demonstrated relationship building, diplomatic and adaptive skills
- Commitment to empowering and building the capacities of others, often working from the bottom up on projects and innovative ideas
- Openness to learn and apply Synergos' approaches, which integrate business analytics with experiential learning and personal development.
- Strong project management, analytical problem solving, facilitation and presentation skills.
- Exceptional written and verbal communicator; knowledge of second language a plus
- Ability to work both independently and collaboratively, across cultures
- At least two years direct experience in living and working in, or special knowledge about, Africa, Asia, Latin America or the Middle East; experience working in both developed and developing markets is highly desirable
- Able to thrive in an entrepreneurial, start-up environment, taking ideas from concept through implementation
- Passionate about overcoming poverty and able to model Synergos values including compassion, integrity and social justice
- Capacity to simultaneously work on multiple tasks and projects, and set priorities for a challenging workload

Position requires significant international travel.

To apply: Send your resume to jobs1@synergos.org.