



Managing Consultant, Project Management & Business Development

Location: Cleveland or Columbus, OH

Summary / purpose of this position:

Attevo is a global business and information technology consulting firm. We enable entities around the world to become more productive and sustainable by thinking strategically and facilitating the use of technology to optimize business process and implement enterprise solutions.

Attevo is expanding in the United States, Europe and Southeast Asia. Our engagement track record speaks for itself. We apply business acumen and technology proficiency to solve complex problems for our clients. Our success drives growth opportunities for our existing and new associates. Attevo is currently seeking experienced individuals who are technically astute, business savvy, curious and competent. We want team members who possess the burning desire to be experts in their discipline. Attevo consultants are competent business people with a flair for technology.

Within the Public Sector practice area, responsible for the project management of new and existing projects as well as lead generation and new business development activities.

Job Responsibilities:

Responsible for the coordination, facilitation and completion of all aspects of assigned projects. Sets deadlines, assigns responsibilities, and monitors and summarizes progress of projects. Relies on extensive project management experience and good judgment to plan and accomplish goals. Leads and directs the work of others. Prepares reports for upper management regarding the status of project.

Identifies and helps to develop strategic relationships with content and technological partners. Works with marketing, sales, and practice area teams to implement business development initiatives. Develops, writes and delivers technical and business proposals.

Develops, builds, facilitates and maintains working relationships with team members, vendors and other departments involved in the projects to identify and respond to new business opportunities with existing clients. Identifies new clients and business opportunities through the use of the subscription service, responding to two or more RFPs per month. Develops, writes and delivers technical and business proposals. Negotiates agreements with clients and gains authorization to proceed.

Provides management oversight and supervision of assigned staff and team members.

Additional specifications and requirements:

Bachelor's degree required. MIS or Computer Science degree preferred, but not imperative. Masters degree desirable.

At least 7 years of experience in the technical consulting field or in a related area. Project management and business development experience is required, and an extensive background as a customer-facing consultant is highly desired. Public sector experience is desired, but not required.

No certifications are required, however a PMP is desirable.

Professional appearance, enthusiastic demeanor and high-energy approach to work effort; ability to travel up to 60% of the time.

Contact information

Please e-mail us your resume and be sure to include the job title you are applying for in the subject line of your email:

Email: recruiting@attevo.com

Tel: 216.928.2800 (USA)