



Position Description – New York Managing Vice President

In 2003, we asked one simple question. Can a technology consulting firm be successful by focusing first on growing the individual to their fullest potential? We believed that through an unwavering commitment to developing people we could create a different kind of company. We created Pariveda. It is through this belief in helping the individual, counter to industry norms, we have grown revenue each and every year since 2003. We are passionate about creating interesting solutions to the unknown/unmet needs of our clients and to grow, both our people and our clients, through those experiences.

We believe in the efficiency of small teams working together to solve complex problems leveraging strategy and technology. We believe in growing deep relationships with our people, our clients and others in our networks. Trusted relationships are integral to everything we do - from relationships with the people with whom we work, the people we partner with at our clients, or the people we interact with in our communities. We believe trusted relationships are built through challenging and exhilarating experiences that make a difference to clients and communities. You will discover people here are passionate about their work. You will discover our openness in developing you and growing as our expectations are openly communicated to you and provide opportunities for you to evidence your readiness to move to the next level. And together we seek to be difference-makers in our industry and the communities where we live by always learning, coaching more, and giving back.

We serve clients ranging from Fortune 100 to Global 2000 to startup companies that span multiple industries. We provide company ownership through our Employee Stock Ownership Plan (ESOP) from your very first day of work with us. Our people live and work in local communities within the thriving cities of Atlanta, Chicago, Dallas, Houston, Los Angeles, New York, San Francisco, Seattle, Toronto, and Washington DC.



SUMMARY OF THE POSITION:

Pariveda is looking for a New York Managing Vice President to build, grow and manage the New York consulting practice. In this role, you will establish and deepen positive C-suite client relationships, develop new business, grow strategic accounts, manage New York accounts, hire and develop consulting talent, lead consulting teams in service delivery, provide superior service to clients, and contribute to the attainment of Pariveda's mission and overall objectives.

SKILLS AND EXPERIENCE:

The successful candidate possesses the following critical qualifications and characteristics:

- Significant IT consulting/professional services practice leadership and P&L management experience – minimum of 10+ years leading IT strategy, custom development, project management and technology services solutions sales and delivery
- Strong track record of consultative sales and new client development via compelling value propositions, professional deal development. Conceives creative solutions that deliver significant tangible value for clients
- C-suite client relationship building skills – quickly establishes rapport, credibility, trust and respect...consistently viewed as a proactive “trusted advisor” who understands client concerns, and solves business problems with successful solutions
- Strong network of client and professional relationships in the New York regional market
- An influential thought leader who understands and effectively discusses business issues, clearly articulates relevant concepts and ideas, and gains buy-in

- Leader-Mentor-Coach – excellent interpersonal skills; leads by example; genuinely committed to developing employees’ knowledge, skills and capabilities, promoting performance, learning and professional achievement; building/growing teams and effectively establishing/executing succession plans
- Excellent problem-solving and issue resolution skills – fair, impartial, methodical approach; proven ability to proactively anticipate and quickly assess problems, gather all pertinent facts, seek counsel where necessary, reach proper conclusions, and organize and deploy necessary resources to deliver sound solutions
- Delivers on commitments – Properly sets, meets and exceeds expectations; timely, consistent follow-through
- Inspiring – leads by example, motivates people to work harder/smarter, rallies team around a vision and gets everyone moving in the same direction, a good coach who is also coachable
- Entrepreneurial spirit – enjoys variety, creating structure, and the adventure of building a successful business
- Flexible, adaptable, rolls up sleeves and contributes where needed
- Results oriented, self-reliant, self-starter – proactive, resourceful, takes initiative
- Highly professional with strong work ethic -- accountable, ‘owns’ responsibilities; does what it takes and gets the job done
- Good moral character, high integrity and credibility
- Committed, service-oriented, driven to exceed client expectations and business objectives
- Decisive - Makes good decisions and runs with them

ROLES AND RESPONSIBILITIES:

The Managing VP of New York is a senior member of the Pariveda management team reporting to the Chief Operating Officer. You will play an integral role in building our office. The successful candidate will drive sales and delivery while mentoring and growing a strong team of leaders.

- Identify and develop broad, horizontal advisory services business opportunities in accordance with Pariveda’s core solutions offerings; generate new client accounts and grow accounts over time, ideally mid-market and larger companies across multiple industry segments in the New York area; nurture and expand existing strategic accounts; generate revenue per mutually established targets; and build the New York practice over time
- Employee development – support Pariveda in recruiting hiring, mentoring, coaching, coordinating, reviewing, developing and retaining great employees who fit the Firm’s culture and share its vision. Prepare and execute succession plans. Initiate and participate in quarterly/semi-annual skills assessments, ongoing project reviews, and annual performance evaluations, along with other management responsibilities at the Partner/VP level
- Manage budgets and New York office P&L; effectively manage sales pipeline to consulting talent pool and project profitability, ensuring good stewardship of company time, finances and allocation of resources
- Establish credibility, gain trust and build client relationships advising C-level clients and delivering services solutions
- Successfully lead and manage all New York sales efforts and service delivery including client meetings, proposal efforts, scoping, estimating, project management, quality assurance and delivery of work...adding value for clients and promoting achievement of service excellence

w&p

PARIVEDA BENEFITS:

- Competitive Salary
- Exceptional 401k – 4% company match
- Unlimited PTO, 10 holidays
- Paid sabbatical after 5 years of service for Principal levels and above
- Paid parental leave
- Company Ownership through Employee Stock Ownership Plan (ESOP) from your very first day at Pariveda
- Excellent Healthcare and Wellness
- 100% company paid premiums for you and your family (medical, dental, vision)
- Life Insurance
- Short Term and Long Term Disability