



Highland Partners is an equal opportunity employer.

IT Business Development and Delivery Consultant

Location - Dallas / Ft. Worth
Job Number: 131112-6222

Position Description

Highland Partners Consulting LLC is an IT professional services company delivering IT solutions across a broad spectrum of industry groups. We are interested in candidates that are eager to support our team as we take on the tough challenges of our clients' complex IT infrastructure needs. All candidates must appreciate and support a strong values system and adhere to conduct above reproach. At Highland Partners, we value our team members and provide rewards that are commensurate with contributions.

The IT Business Development and Delivery Consultant in this role must have a versatile background and history of success. Must be able to lead the development of an IT transition solution by collaborating with various tower SMEs to estimate the overall transition costs and develop a supporting implementation plan. Must be comfortable explaining implementation plans to our customers' prospects as part of the Sales Support team. Experience leading IT transition programs is also required to ensure completion of deliverables within the estimated timeline. Some travel to client sites will be required.

Required Skills and Experience

- Business acumen
- Leading diverse teams
- Business development
- Effective communicator at all levels
- Customer relations
- Project management
- Critical thinking
- Vendor management
- Three to five years of business development
- Seven to ten years of managing large scale projects
- Ten to fifteen years of overall IT experience

Preferred Skills and Experience

- IT sales experience
- Experience working in an outsource service provider's environment
- Experience in one or more technical domains
- Data center operations experience
- Experience with project management tools
- Project management certification

This position is contract-only and subject to a 1099 work arrangement.

Highland Partners Consulting, LLC

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