

Job Description

Designation:	Principal Consultant
Department:	Consulting
Direct Reporting To:	Associate Director

About A&A

A&A Business Consulting (AABC) is India's leading consulting company for Small and Medium Enterprises. Founded in 2009, AABC has completed 1500 full-fledged consulting projects assisting businesses achieve organised growth. We have presence in 7 states across India with a network of 18000+ SMEs.

Our team of 300+ professionals serves clients from industries as diverse as textiles, machine tools, apparel, agriculture, engineering, chemicals, food processing, healthcare & pharmaceuticals, telecom, education, BFSI, automobile, construction & infrastructure and FMCG, amongst others.

We have six different consulting practices namely, **Sales (Business), Finance, Branding, Human Resources, Information Technology** and **Operations (Business Processes)**. Our team of 100+ consultants with varied industry expertise are backed by Subject Matter Experts (S.M.E.) team. Together, they are responsible for bringing measurable changes to clients' businesses.

At AABC, our vision is to assist individuals and organizations to GROW. Remaining rooted to our vision, we completed assisting 1239 businesses grow financially in March 2018. We are working towards our next mission of assisting 2020 businesses grow financially by 31st March 2020. We can foresee the change we want to bring in the SME sector in India. We want to craft the financial destinies of millions of SMEs by assisting them grow in an organized way.

Come, let us grow your business together!

MISSION 2020: We will assist 2020 businesses achieve organized growth by 31st March, 2020.

Vision: To assist individuals and organizations to grow.

Values: Initiation | Innovation | Persistence | Passion | People | Performance

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Job Purpose:

Principal Consultants (PC) will be responsible for Recruitment, Team development of 6 Consultants based out of branch location. He/She will be responsible to implement the SOW of different projects through his/her team at client's businesses.

Detailed Responsibilities:

- Principal consultant is responsible for recruitment and training of consultants with the help of HR department & L&D team respectively.
- Ensuring execution of agreement along with finalised SOW with the help of legal team.
- Responsible for mapping a right consultant at client's place after understanding the detailed business operations of client within 10 days.
- Supporting for finalising yearly sales strategy and budget of client with the help of consultant and SME.
- Getting SOW implemented at client's business through consultant and SME.
- Organising overall client's business through consultant and giving it a professional outlook within 60 days
- Ensuring conduct of client Growth Multiplication Meetings by the team.
- Guiding and assisting consultant to take appropriate decisions for client's business whenever required.
- Responsible for timely execution of closure documents between 'client & IILD consultant' after completion of each activity under SOW.
- Responsible for doing research and understanding the industry, competitive analysis and various distribution models for the client.
- Ensuring consultant is preparing, submitting and implementing monthly plan within defined TAT's.
- Principal consultant is responsible for visiting clients place at least once for reviewing and documenting feedback of consultants monthly plans Vis a Vis yearly strategy on or before 10th of every month.
- Ensuring smooth coordination between SME-subject matter experts and consultant for timely deliverables.
- Responsible for getting timely feedback from client and ensuring client satisfaction and complaint resolution within TAT's
- Conducting and participating in various employee engagement activities and ensuring high team motivation and retention.
- Ensuring the formats and processes, being followed at clients place during implementation of SOW are as per the IILD standard.
- Responsible for submitting various MIS/Reports to the management.
- Responsible for completion of SOW within defined TAT's.
- Responsible for generating targeted revenue by cross selling various IILD products.
- Responsible for getting timely payments from the client as per agreed terms & condition in the contract.
- Ensuring the over achievement, of sales strategy at client's place
- Maintain healthy relationship with clients and ensure retention post completion.

	<ul style="list-style-type: none"> ▪ Must take up any other work/assignment as assigned by IILD management. 		
Requisite Skills:	Sales leadership, Team Management, Analytical, Decision making, Influencing.		
Education	MBA		
Relevant Experience:	12 years of sales and client servicing.		
Will travel?	Yes (Extensive Intra-city travelling)	Total Experience:	Upto 15 years
CTC			
Preferred Domain:	Consulting, HR, Sales, Training.		
Reference Companies:			
Gender:	Male / Female	Marital Status:	Married
Prepared By:		Date	
Approved By:		Date	