**Principal/Director**

**Experience Level:** Advanced (8-12 years) **Education:** MBA or advanced degree

**Key Responsibilities:**

* Provide strategic direction for multiple client engagements
* Build and maintain C-level client relationships
* Lead business development efforts and manage key client accounts
* Develop new service offerings and methodologies
* Mentor and develop team members across the organization
* Contribute to firm's thought leadership and market positioning

**Required Skills:**

* Deep industry expertise and market knowledge
* Proven ability to win and deliver large consulting engagements
* Executive presence and ability to influence C-suite decision makers
* Strong leadership and team development capabilities
* Strategic vision and innovative thinking
* Excellent business development track record