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## Business Consultant

### Direct Path, Inc.

Our charter is simple: We lead mission critical business projects to success for our clients. Our professionals use practical experience and proven methods to maximize odds of successfully completing business projects. Finding the most direct route to success isn't easy. Organizations engage Direct Path because we provide talented people in the areas of Business Initiative Planning, Program Management and Business Process Improvement. Visit our website at [www.thedirectpath.com](http://www.thedirectpath.com) for more information.

### Position Summary.

The Business Consultant provides services to Direct Path clients including process improvement, strategic planning, business analysis and project management.

### Primary Responsibilities.

- Develop a roadmap to successfully implement strategic business initiatives including planning, program management, process improvement, change management, financial analysis and technology enablement
- Lead efforts to assess state of current processes, identify issues in current process and facilitate development of future process vision
- Establish performance goals for future-state business processes based on client needs, best practices, and competitor performance measures
- Elicit, analyze, validate and document business, organizational and/or system requirements to meet a business need
- Effectively manage cross-functional project teams to successfully implement highly visible and strategic new business projects and new processes
- Communicate effectively with client, project stakeholders, and project sponsors to keep the client and Direct Path management team informed of project status and health
- Identify risks, dependencies, and issues that affect timelines, quality, or budget and aggressively work to identify a solution to resolve and mitigate
- Understand, utilize and adhere to Direct Path's business initiative planning approach, The Pathway™; and business process improvement approach, Business Process Acceleration™, and adapt the approaches to client projects as appropriate
- Build client relationships, identify additional Direct Path opportunities while delivering high quality work and assist with other business development activities such as developing proposals and presentations
- Serve as an internal and external advocate and subject matter expert for Direct Path solutions

### Core Competencies.

- 7+ years of business consulting experience including business process improvement, business analysis and project management
- Bachelors degree in business, finance or related fields of study; MBA preferred
- Solid consulting skills such as business/financial analysis, negotiating, interviewing stakeholders and facilitating meetings
- Experience with developing solutions for complex business problems
- Experience working with a broad range of corporate leaders, personal experience as a leader in operations, finance, or IT preferred
- Knowledge of requirements analysis and management techniques
- Experience with modeling techniques such as business process modeling, functional decomposition, context modeling, use cases, product modeling and data modeling
- Critical thinker with the ability to convey ideas and thoughts to varying levels of management
- Ability to build trust, gain consensus and overcome resistance

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- Excellent written and oral communication skills with the ability to communicate at a level of detail appropriate for the audience
  - Outstanding interpersonal and leadership skills, excellent presentation skills, strong work ethic and self-motivated
  - Organizational change management familiarity a plus
  - PMP certification desired
  - Six Sigma or Lean experience a plus

If you have what it takes to join the elite and progress your career even further, you owe it to yourself to meet with us. We currently have unique market opportunities that do not routinely present themselves.

For immediate consideration, please e-mail your resume, cover letter and salary requirements to [careers@thedirectpath.com](mailto:careers@thedirectpath.com).