Associate (Strategy)

Overview:

The Associate role is one that works on a nimble team of consultants, senior consultants, and managers to build solutions in tech, telecommunication, retail, and healthcare on engagements lasting anywhere from three to ten months. Once an engagement is over, new team, new engagement. If you’re looking to build out your skills, work with unique teams, and make an impact with a variety of clients, this might be the job for you.

Responsibilities:

- Conduct workshops to align on client goals
- Identify data needed to provide best-in-class customer experience and increased revenue
- Conduct in-depth customer, partner, and field interviews
- Analyze data and collaborate cross-functionally to create client recommendations
- Develop presentations and interface with executive-level stakeholders
- Define procedures for execution of recommendations

Qualifications:

- You are a problem solver – someone who blends business acumen with quantitative skills to bring a fresh perspective
- You’re curious – you love delving into quantitative and qualitative data to make new discoveries
- You’re innovative – you’re always looking for the next best thing and how you can make it happen
- You’re collaborative – you understand that working together produces bigger ideas and you are for it
- You are passionate – you care about the work you do and the people with which you work
- You are driven

Requirements

- 1+ years of marketing consulting experience
- Experience in a client-facing consulting role creating strategy deliverables for a consulting firm or agency or similar sales and marketing role
- Well-honed written, verbal, and interpersonal skills employed discerningly dependent on the setting, stakeholders, and timing—your ability to listen first is essential in how you craft a compelling story
- Proficiency in data and communication tools (e.g. Excel, PowerPoint)
- Bachelor's Degree
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