

# Senior Engagement Manager



Strategyn is a leader in innovation consulting. We have helped the world's foremost companies innovate and grow faster than their competition. We provide data-driven customer insights that are the foundation of product and marketing strategies. Our clients come from nearly all industries and span from Fortune 100 companies to startups in areas such as:

- Technology
- Healthcare
- Industrial
- Financial Services
- Insurance
- Consumer Products
- Automotive
- Entertainment

Strategyn is growing rapidly and is looking for an intellectually curious and self-motivated person to join our Innovation Strategy Delivery team.

## **CANDIDATE ATTRIBUTES:**

- Learn and apply Strategyn's ODI methodology to create innovation strategies
- Identify a client's critical business challenges that will be addressed by leveraging the ODI methodology
- Plan and implement client engagements, e.g., schedule, budget, deliverables, etc.
- Lead a team of internal specialists to achieve the client's goals for the engagement
- Create and deliver client-specific innovation strategies based on primary and secondary research data
- Execute on multiple projects across multiple industries simultaneously
- Create and lead client workshops to activate innovation strategy recommendations
- Build and maintain rapport at multiple levels of a client's organization, including project team members and stakeholders and the company's executive team
- Establish communication channels with senior executives
- Create thought leadership content that promotes Strategyn's philosophies, methodologies, products, and services

## **RESPONSIBILITIES:**

The Senior Engagement Manager is the critical interface between Strategyn and our clients. This position resides in the Delivery team's ODI consulting function but will work closely with Strategyn's Product, Marketing, and Sales teams. This position's responsibilities include:

- Work with the Sales team to clarify and align project scope and deliverables with client expectations
- Expand Strategyn's footprint and revenue opportunities from existing clients
- Develop and communicate project plans for the internal and client teams
- Work with clients to understand and align key objectives on client engagements
- Define project primary research goals
- Ensure Strategyn specialists are aligned with client project goals
- Ensure Strategyn clients are kept aware of project progress
- Identify innovation strategies that will enable the client to find, secure, and claim a unique and valued position in the market
- Communicate a compelling story that builds support to implement the innovation strategy

- Design and facilitate strategy implementation workshops
- Become an innovation thought leader

Successful candidates for this role will have a history of working with cross-functional teams to define and successfully implement product and/or go-to-market strategies.

## QUALIFICATIONS

- Bachelor's degree required; advanced degree preferred
- A minimum of 5-10 years of work experience, preferably in product development, marketing, account management/sales, or innovation consulting
- 3-5 years of business team facilitation experience preferably with large, diverse global teams
- Excellent communication and presentation skills
- Excellent organization and planning skills
- Excellent client relationship and business development skills
- Knowledge of various qualitative and quantitative research techniques and tools
- Excellent critical thinking skills
- Highly collaborative yet able to work independently
- Highly self-motivated, a self-starter

**Job Title:** Senior Engagement Manager

**Employment Type:** Full-Time

**Salary:** \$116,000 - \$153,000 annually/performance bonus eligibility

**Duration:** Start- ASAP

**Department:** Delivery

**Reports To:** Delivery Team Director

**Location:** Denver, CO preferred but not required, Hybrid Office Policy

**Expected Travel:** 0-25%

**Additional Terms:** Due to the nature of the position, the duties of this job are subject to change based on the needs of the Company

**To Apply:** Please send a cover letter and resume to [hire@strategyn.com](mailto:hire@strategyn.com)

**Application Deadline:** Rolling

**Offer Decision Date:** Within 6-10 weeks of receiving the application

**Website:** <https://strategyn.com/about-us/>

## More about the Company:

We bring predictability to innovation. Strategyn is an innovation consulting firm that delivers product strategies that accelerate growth. We identify new market opportunities and help our customers create groundbreaking products using Outcome-Driven Innovation (ODI), our patented strategy and innovation process that transforms jobs-to-be-done theory into practice. Since 1991, we have helped the world's leading companies launch some of the fastest-growing products in history across a wide variety of industries.

Our company is committed to equal employment opportunities. We will not discriminate against employees or applicants for employment on any legally recognized basis ["protected class"] including, but not limited to: veteran status, uniform service member status, race, color, religion, sex, sexual orientation, gender expression, national origin, physical or mental disability, genetic information or any other protected class under federal, state, or local law.

**Visit our website to learn more about Strategyn, past case studies, and our processes:**

<https://strategyn.com>