



We Transform Innovation Into Business

iq! is a management consulting and implementation partner for digital marketing, digital commerce, as well as internet of things

We translate digital innovation into successful, customer-centric business models. We develop these digitalization potentials for major enterprises through innovative strategies, creations, processes and products. Our focus topics are internet of things, e-commerce, digital retail, CRM and loyalty.

For of our team based in **Munich** we are looking for a

Senior Consultant (m/f)

Your tasks:

- Development of digital marketing and sales strategies, as well as business models in digital and internet-of-things-businesses
- Steering of whole projects and corresponding consulting teams
- Collaboration with experienced consultants and experts in national and international consulting projects
- Customer contact on department head, division head and executive board level
- Analysis, assessment and optimization of business models and processes
- Calculation of business cases (also with high complexity)
- Development of project offers and creation of pitch- presentations
- Active initiation of new and follow-up business
- Supervision of (Junior) Consultants

Your profile:

- Master degree in business science, MBA / PhD is an advantage
- Minimum 3-5 years experience in a management consulting company with focus on strategy, marketing and sales or similar position
- Consolidated expert knowledge in the fields of digital business and e-commerce, high interest in internet of things
- Distinct conceptual and analytic way of thinking
- Self-assured behaviour, excellent presentation skills, also on executive board level
- Entrepreneurial thinking and interpersonal skills
- Business fluency in English and German, further languages are an advantage
- Work experience abroad, also in terms of international project work



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Please send your cover letter & CV including your salary expectations, as well as the first possible entry date to:
joinus@i-q-i.net