

# Consultant

## Gain Responsibility

The Consultant position provides you with immediate opportunities to take on leadership roles on consulting assignments, gaining exposure to a variety of sales and marketing issues. Your work on projects will strengthen your business acumen while leveraging your analytic ability and project management skills. With a wide range of project types at ZS, you can be a true generalist in sales and marketing, or focus in one area and become a world-class expert.

## Boost Your Growth

At ZS, project teams can be small (2-4) or large (5-9+), with colleagues drawn from different levels and often from different offices. Your learning is accelerated through frequent interactions with Principals, Managers and other experts. As a leader of a ZS team, you will help facilitate and manage client relationships. You will motivate, coach and serve as a role model for project team members.

## Learn

While the most important learning occurs on-the-job, ZS is dedicated to developing your knowledge and potential through organized training. Upon joining, a New Employee Orientation provides you with background on the firm and typical project types, as well as training on ZS tools and resources. Additional training sessions are offered continuously and on a just-in-time basis, with content ranging from broad business topics to specific technical instruction. ZS is recognized within the consulting industry as a leader in investing in and training its associates.

## Advance

At ZS you will benefit from comprehensive and regular performance feedback from project managers and team members. You will be guided by a Professional Development Manager, but you are the architect of your career. ZS has a flat organizational structure, and advancement is determined by progression of skills and expertise, not tenure.

Associate	Associate Consultant	Consultant	Manager	Associate Principal	Principal
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## Realize Your Potential

you are...

a high performer,  
inquisitive and creative,  
genuine, down-to-earth and highly motivated.

you thrive on...

a hands-on, get-it-right approach to work,  
analytic problem solving,  
working in teams, and  
a dynamic work environment.

you want...

challenging, engaging, difficult problems to solve,  
to have an impact on your work environment, and  
to like the people you work with.

**You will find this and more at ZS.**

## ZS Associates

ZS Associates is a global management consulting firm with a unique market focus, specializing in sales and marketing strategy, operations and execution. Established in 1983, ZS has been recognized around the world for our expertise in go-to-market and sales strategies, as well as our implementation capabilities. While ZS is noted for its strong presence in the pharmaceutical and healthcare industries, our work has expanded into a variety of other industries that all have significant investments in sales and marketing.

ZS has a breadth of practice areas covering the sales and marketing arenas, ranging from strategic to tactical, always data-driven, and driving the top line of client organizations.

<b>Marketing</b> Understanding customers—how they think, why they buy, what they find compelling—is a critical input to developing a successful sales and marketing strategy.	Customer Insights Segmentation Value Proposition Marketing Planning Marketing Performance Measurement
<b>Sales</b> Companies face many challenges in bringing their products and services to their customers. The go-to-market strategy must be carefully developed to generate an optimal return on investment for the sales force and other marketing channels.	Sales Process Development Sales Force Design Territory Design Incentive Compensation Design & Goal Setting Sales Performance Measurement
<b>Sales &amp; Marketing Operations</b> A brilliant strategy is only half of the equation—executing flawlessly is equally important. While achieving operational effectiveness can be challenging, companies that implement well realize superior performance.	Data Management, Performance Reporting & Analytics Incentive Compensation & Goals Administration Territory & Account Planning Sales & Marketing Systems Design

### Interested?

Find out more at [www.zsassociates.com](http://www.zsassociates.com). Apply online at [www.zsassociates.apply2jobs.com](http://www.zsassociates.apply2jobs.com).  
To apply, submit your application materials and complete our online assessment for the **Consultant** position.

