

Practice Manager – Cyber Innovation and Engineering Job ID: A006

Job Description

Responsible for building and managing a successful consulting practice in the **Cyber Innovation and Engineering** field to meet company's objectives of profitability, customer success and stakeholder experience.

Roles and Responsibilities:

- **Practice and Business Development:**
 - In consultation with the Directors and other Practice Managers, determine goals and objectives for the Practice
 - Contribute to Practice strategy of other consulting domains and collaboratively identify cross-selling opportunities
 - Prepare and execute the Practice Development Plan and report against the plan to Directors at determined intervals
 - Assess and evaluate performance of the Practice against objectives; identify and manage change
 - Acquire new customers, develop strong customer relationships and ensure customer success
- **Professional Service Delivery:**
 - Perform billable consulting work as needed
 - Ensure successful delivery of professional service engagements to clients
 - Keep abreast of the latest developments in the field and be ready to learn new things
- **People Development:**
 - Contribute to staff recruitment and team development initiatives
 - Attract exceptionally talented resources, build staff competencies in line with the Practice Development Plan
 - Manage less, listen more and empower to a great extent
- **Financial Management:**
 - Seek to maximize revenue and improve profitability
 - Contribute to budget planning, resourcing and procurement
 - Manage Practice accounts and monitor and report on the expenses
 - Understand and report on the financial and legal implications of the contracts
- **Organisational Development:**
 - Contribute to internal organisational maturity, certifications and accreditations

Desirable Qualification:

- Demonstrated experience and/or industry certifications in Industrial Internet of Things, Industrial Robotics, Cyber Manufacturing, Product Lifecycle Management, Automation and Data Science
- Entrepreneurial passion to build and develop teams
- Breadth of industry experience and depth of domain expertise

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