

180 Degrees Consulting Berlin is looking for a

## Consulting Director



### ABOUT 180 DEGREES CONSULTING

180 Degrees Consulting Berlin e.V. is the Berlin branch of the [worldwide 180 Degrees Consulting network](#), the world's largest consultancy for social organizations. We train students and young professionals in human-centred design methods blended with traditional consulting tools so they can help social organizations to achieve their best possible social impact. 180 Degrees Consulting is a volunteer-led organization, so we all work pro-bono.

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The Consulting Director is responsible for the entire lifecycle of the student consultant and client relationship, from recruitment to quality assurance of the final project deliverable.

This person will be tasked with finding clients and negotiating project scope, recruiting student consultants and forming project teams, mentoring students and providing training, and liaising between the student consultants and clients.

We at 180 DC Berlin have a focus on Design Thinking. During the semester we provide training in Design Thinking. It is also the Consulting Director's responsibility to help organize the workshops, find coaches and make sure they fit into the whole semester program.

### Responsibilities:

As a Consulting Director, you will undertake a variety of tasks throughout the semester which can be divided into four phases:

Phase 1 (circa 3 months before semester begins): Selecting Clients

- Find potential clients
- Recruit team mentors/coaches
- Review project challenges
- Plan and execute client interviews
- Negotiate project challenge scope and client contract

Phase 2 (circa 2 months before semester begins): Selecting Student Consultants

- Recruit student consultants (in-person and digitally)
- Manage applications
- Plan and execute student interviews
- Form student project teams

Phase 3 (circa 1 month before semester begins): Planning the Semester Schedule

- Based on client challenges and student consultant skill sets, design a semester curriculum with relevant trainings (workshops) and events in close collaboration with the Program Manager
- Handle post-event reports

Phase 4 (During the semester): Managing Student Teams

- Supervise, manage and motivate student project teams
- Monitor teams' progress to ensure Inputs are being put to use and to see if any additional training is needed
- Oversee and conduct Mentor Engagement activities
- Oversee day-to-day student team operations
- Conduct regular check-ins with student consultants and clients (in-person and digitally)
- Resolve any issues or conflicts as they arise
- Conduct a Retrospective Workshop at mid-term
- Take lead on Feedback provision on the Deliverables
- Update the Executive team on the student teams' progress

You must be willing to spend on average 10-15 hours a week in this role. There will be phases where you will be requested to spend more than 10 hours a week (initial phase) and phases where the workload will require only a few hours (mid/end phase).

**Qualifications:**

- Strong commitment to the 180DC programme and stakeholders
- Experience leading teams and managing clients
- Experience in consulting
- Analytical mindset with great problem-solving abilities
- Strategic planning ability
- Strong communication skills
- Ability to balance dynamic stakeholder interests
- Negotiation skills
- Impeccable time management
- Organizational and leadership skills
- Project management skills
- Strong team player

### **Nice to have:**

- Good understanding of Design Thinking
- Knowledge of performance evaluation techniques and key metrics
- Conflict resolution skills

### **What is in for you?**

- Boost your project management skills, learn how to curate and run the 180 DC program.
- Amongst other things and depending on your position, learn how to build client relationships, attract and retain project partners, learn how to create learning experiences for consultants and make memorable events happen.
- Receive peer-feedback and take part in exclusive executive team workshops to ensure Learning.
- Take on a strategic role and put what you studied to practice, e.g. by developing a recruiting strategy, a PR strategy, a learning program or an input.
- Grow your personal network in the social entrepreneurship and consultancy scene.
- Enjoy a “once in a lifetime”-experience of being able to experiment with new formats and ideas freely and expand your toolbox.
- Join a multi-disciplinary, international team of highly ambitious young professionals, where not only results, but also friendships and long term connections result.

Does this sound like you? Then **get in touch with us** right away!

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