



sharmastrategygroup

SharmaStrategyGroup.com

Sharma Strategy Group is a strategy and management consulting firm that combines the rigor of a top tier consulting firm with the entrepreneurial environment of a startup. Basically, we're doing the same work as the big names, but we do it with the understanding that you have a life.

We were founded by a Boston Consulting Group alumnus in 2010 and our growing team of thought leaders delivers value through strategic prioritization, change management, and collaborative execution. We combine our advanced analytical capabilities, including the use of modern data and AI-driven tools, with a collaborative working style to create lasting change and sustainable competitive advantages for our clients. Which sounds really serious but we have a lot of fun doing it.

PRINCIPAL CONSULTANT

WHAT WE DO:

Our projects span multiple industries and functional areas including corporate strategy, go-to-market optimization, strategic M&A advisory, pricing & revenue management, sales force effectiveness, operational effectiveness, transformation & change and innovation. In short, we do a lot of big thinking for a lot of big companies.

Examples of past / ongoing projects include:

- Develop global portfolio strategy for Fortune 50 Company
- Design world-class finance function at a leading distribution services company
- Create 10 year strategy for non-profit
- Develop strategic business plan to drive growth at top CPG by 2030

WORK ENVIRONMENT:

- Fast-paced and intellectually rigorous entrepreneurial environment
- Flexible within the US, SSG has offices in Texas, Illinois, California and the Northeast
- Travel: <25%

WHO WE ARE LOOKING FOR:

You have an exceptional track record of developing strategies and implementing them either in industry or at a top consulting firm. You bring deep analytical and problem-solving expertise along with the ability to drive change, influence senior stakeholders, and translate strategy into action.

You thrive in a fast-paced, entrepreneurial environment and are energized by both shaping strategic direction and leading execution. You may or may not like working in your pajamas, we're good either way. And, finally, you're looking to join our team full-time.

You will be a senior leader in a collaborative team, responsible for delivering insights and leading clients through complex strategic decisions. Our startup mentality means you will have significant ownership from day one, leading teams, shaping client relationships, and driving firm growth. Fewer layers and corner offices equals more opportunity. You write the growth trajectory you are on - there are no "minimum time at a level" here at SSG.

COMPENSATION:

At SSG, we believe that compensation should be fair and commensurate with the candidate's experience and talent. Our compensation and benefits packages are comparable with those at top tier consulting firms.

JOB RESPONSIBILITIES:

- **Strategic insight:** Identify and frame key problems for complex business situations; develop and prioritize hypotheses; translate analysis into strategic direction and actionable recommendations
- **Case leadership & management:** Lead case planning and execution; manage case teams; define deliverable structure and content; ensure high-quality, on-time delivery; manage risks
- **Client leadership:** Build and manage senior executive relationships; facilitate alignment and buy-in for strategic recommendations; serve as a trusted advisor to client leadership
- **Driving implementation & change:** Lead change mgmt. efforts including stakeholder alignment, communication strategies, and implementation planning to ensure strategies translate into results
- **Advanced analytics & AI application:** Guide teams in leveraging modern analytics and AI-enabled tools to enhance insight generation, efficiency, and decision-making
- **People development:** Mentor, coach, and develop junior team members; provide ongoing feedback to support professional growth
- **Firm leadership:** Contribute to and lead internal SSG initiatives including recruiting, business development, and team building

KEY COMPETENCIES:

- Thought leader with the ability to shape strategy and influence senior stakeholders
- Proven ability to drive change and deliver impact
- Superior analytical and problem solving skills
- Entrepreneurial mindset
- Intellectual curiosity, including ability to apply AI and emerging technologies to solve problems
- Exceptional written and verbal communication skills
- Ability to lead in a fast-paced environment and manage multiple complex workstreams
- Strong leadership and team development capabilities
- Collaborative, team player
- Strong work ethic

REQUIREMENTS:

- 10+ years of relevant consulting or industry experience
- Deep experience in strategy consulting, analytics, and transformation
- Proven track record of defining and implementing business strategies
- Experience leading complex engagements and x-functional teams
- Demonstrated ability to manage senior-level client relationships
- Expertise in problem solving and exercising sound business judgment in ambiguous situations
- Exceptional communication and presentation skills
- Experience mentoring and developing junior talent
- Familiarity with data analysis tools and AI platforms (e.g., Python, SQL, or generative AI tools) and experience applying advanced analytics or AI in a business context is strongly preferred
- Willingness to travel up to 25% of time
- Authorized to work in the United States



For more information, contact
Recruiting@sharmastrategy.com