



Managing Director 1

Job summary

The [Managing Director](https://100hires.com/managing-director-job-description.html) will have deep experience. The leader will be the point person on the ground to work with the corporate management team and will navigate a complex organization to capitalize upon resources to achieve objectives.

This job will require someone to roll up their sleeves and will provide the opportunity for a hungry leader to take ownership of an existing scaled operation, improve it, and then build out a large operation via profitable growth.

Responsibilities

Directs and develops the implementation of goals, objectives, and work standards for a Functional Unit without focus on the daily operational activities.

Develops and directs the implementation of policies and procedures that comply with regulatory and statutory guidelines, rules, and standards.

Plans, organizes, administers, reviews, and evaluates the activities of professional, technical, and office support staff through subordinate managers and supervisors.

Contributes to the overall quality of the Functional unit by developing work teams and by reviewing, recommending, and implementing improved policies and procedures.

Develops, coordinates, and provides for the overall administration of the Functional unit's annual and strategic goals.

Confers with Executive Management regarding departmental requirements and solutions; facilitates the resolution of problems and the development of new initiatives to support business segments.

Authorizes projects sets priorities and approves designs, and cost estimates for projects.

Requirements

Demonstrated competency in creating and executing strategic plans.

Proven track record of leading large, complex projects with multiple stakeholders and driving organizational change.

Demonstrated success in meeting the needs of a wide range of employees while driving team performance, monitoring results and appropriately allocating resources.

Strong experience and knowledge of functional tools and infrastructure.

A deep understanding of metrics/dashboards that drive an environment and culture of continuous improvement.

Progressive experience in leading employees in multiple locations, and significant experience developing and implementing solutions.

Possesses strong problem-solving, collaboration, critical thinking, team building, and presentation skills.

Results oriented with strong time management and project management skills and must be highly organized and driven



to succeed.

Strong leadership skills, leading by example, driving employee commitment through actions and empowering employees to reach their full potential.

Possesses and applies comprehensive knowledge of principles, practices, and procedures of a particular field of specialization to the successful execution of multiple complex projects.

12+ years of management/leadership experience.

Managing Director 2

Job summary

An essential aspect of the [Managing Director](https://100hires.com/managing-director-job-description.html) role will be contributing to the development and mentoring of a team. In this senior leadership role, you will be responsible for building and maintaining a strong relationship with current and new business opportunities while overseeing capital and technology management. Additionally, you will manage administrative and regulatory accountability while developing and leading the overall strategy for the organization.

Responsibilities

Collaborates with members to help determine and implement the values, vision, and strategic goals (long and short term) of the company and executes change initiatives

Supports the Governance function of the company

Provide leadership and guidance to the Executive Team

Maximizes business and operational efficiencies

Leads and secures positive corporate culture and work-life climate

Prioritizes clients, resources, and service provision

Provides general oversight and management of day-to-day operations

Provides management and leadership to direct reports

Cultivates a work environment that facilitates recruitment, retention, and development of high-quality staff; oversees human capital decisions; ensures the development of staff

Develops new client relationships; maintains strong client relationships and encourages the expansion of engagements; ensures the quality of client engagements; contributes expertise, where appropriate, to the provision of client services

Oversees all contracts and the contract administration process

Participates in professional associations and industry/trade groups

Contributes to the corporate branding

Requirements



Master's degree in a relevant scientific discipline or equivalent based on experience

10 years of experience successfully leading, managing, and developing professionals

Discerning business leader with a successful track record in management and administration

Demonstrated success in client development and retention, as well as providing product and business development support to clients

Excellent leadership, collaborative management practices, executive communication, and interpersonal skills; strong attention to detail and organizational skills

Managing Director 3

Job summary

We are seeking candidates with demonstrated leadership skills and experience directing project management teams. The ideal candidate will be highly motivated, energetic, and diverse in their thinking; able to follow/develop clear processes; and above all be a strong team player.

Responsibilities

Independently lead a large book of client business

Ensure a reasonable level of profitability on projects

Manage budgets and billable time accordingly

Actively collaborate with Practice Area account leads and develop new accounts

Act as a well-respected and visible leader of the firm

Display the passion and drive of a business owner; take accountability for issues and rectify those issues as a leader

Advise consulting staff and managers on career development (e.g., provide project performance reviews, conducts annual reviews, support professional development plans and execution)

Foster team culture and practice of mentorship and collaboration; engage in development conversations, providing regular feedback on team members' strengths and areas for development

Actively participate in new [team member](https://100hires.com/team-member-job-description.html) onboarding

Serve as a positive role model and collaborator for teams

Act as a trusted partner/advisor to clients

Be responsible for the strategic direction, efficiency, and outcomes of assigned client projects

Requirements

Graduate or higher degree

Demonstrated ability to build new business/develop accounts and business relationships



Demonstrated project management experience

Demonstrated experience and skills in staff development and performance management

Ability to multi-task, think critically and creatively, excellent time-management skills, ability to assess client needs and deliver high-quality effective communications

Fluency in English (written and spoken)

Demonstrated competence in writing

Proficiency in the use of MS Word, PowerPoint, and Excel

Familiarity with project management tools (e.g., MS Project, SharePoint)

Drive for self-development, ability to collaborate, and an action-oriented work ethic

Managing Director 4

Job summary

The [Managing Director](https://100hires.com/managing-director-job-description.html) will lead a team that executes the job with high quality and efficiency. Shared responsibilities include the services and service levels provided to customers, the working environment of its employees, and the practice's overall financial performance.

Responsibilities

Develops and establishes measures to improve the quality of services provided by the practice

Confers with division leaders, senior leaders, and other managers to review practice operations and discuss required changes in goals or objectives resulting from current status and conditions.

Partners closely with practice operations leaders to drive profitable growth. Interact with Finance, Sales, and Operations leaders to ensure practice revenues and OM are monitored and on target

Participates on leadership teams to standardize and improve operations within the Division or Company, as appropriate.

Works in partnership with Human Resources for the recruitment, selection, retention, and motivation of employees including training, development, and performance management.

Requirements

Our ideal candidate will possess a minimum of 5-10 years of experience.

A minimum of 5 years of leadership.

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Job summary



The [Managing Director](https://100hires.com/managing-director-job-description.html) is responsible for and provides oversight of the entire delivery process of a given office and ensures client satisfaction through the delivery of exceptional customer service characterized by mutual respect, understanding, and trust.

Responsibilities

Oversee all activities related to the delivery process within a given office or marketplace for a specific product

Responsible for hiring and supervising a team of Directors, Market Managers, Account Managers, Recruiters (in some markets), and other staff as appropriate

Responsible for training and career development of team members

Set daily activity goals for the team, ensure attainment of set goals, and provide day-to-day guidance and direction.

Conduct weekly one-on-one meetings with team members and perform account reviews with all Account Managers and Directors

Ensure accounts and job orders are prioritized accordingly

Develop service and delivery plans in support of organizational strategies and objectives. Recommend improvement of strategies based on market research and competitor analyses. Oversee implementation of approved strategies and initiatives

Analyze operational and financial data; prepare forecasts and projections

Identify customer needs and be continuously alert and responsive to changing customer business environment and needs. Communicate to the account management team accordingly

Serve as the quality checkpoint associated with the service and delivery process

Requirements

Demonstrate a strong commitment to exceptional customer service and leadership among peers.

Demonstrate a strong commitment to a team environment and a client focus.

Demonstrate well-developed verbal and written communication skills

Proficient at handling difficult situations with professionalism and respect

Ability to develop an independent viewpoint and present a compelling business case to support recommendations

Possess sound judgment and reasoning abilities

Exhibit a strong drive for results and success; convey a sense of urgency to achieve outcomes and exceed expectations; persist despite obstacles, setbacks, and competing influences

Ability to develop and maintain relationships with key business partners by building personal credibility and solid trust

Ability to self-motivate and self-direct.

Possess strong time management and organizational skills

Proven ability to gain access to and cultivate strong relationships with hiring managers

Aggressively look for opportunities to sustain regular contact with clients and improve client retention



Clearly demonstrate expertise within functional discipline

Bachelor's degree and 3 plus years

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Job summary

We are looking for an entrepreneurial and strategic [Managing Director](https://100hires.com/managing-director-job-description.html) to serve our prestigious clients; a person that will hold a key leadership role to generate new business, create impacts and grow existing business, develop and maintain strong client relationships, and support a dynamic team. Also, a leader who is dedicated to excellence in client experience and can contribute to our company culture.

Responsibilities

Maintain strong client relationships and expand our contacts within the client organization

Ensure the highest quality of service, and solicit and act on client feedback to continually improve

Identify new opportunities to grow engagement and lead new business opportunities

Build, manage, direct, and monitor multiple client engagements and teams while maintaining active communication with clients to manage expectations and exceed client satisfaction

Lead, participate in and contribute to market and business development activities external to the company; including identifying and pursuing new potential client service opportunities

Play a key role in expanding our cybersecurity practice by providing excellent client-facing service consulting services

Provide key contributions in thought leadership efforts through writing and speaking engagements

Establish and maintain relationships with current and potential corporate partners

Assist in all steps of the transaction process

Requirements

Experience growing accounts through exceptional service and partnership

An entrepreneurial drive and steadfast self-discipline

A motivational, impactful, and collaborative leadership style

A strategic mindset followed by a powerful drive for execution

An unwavering commitment driven by empathy for our customers and employees

A Bachelors Degree from an accredited college or university

A minimum of 10 years of work experience

Self-motivated with ability to drive projects and initiatives



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Job summary

You will be the ambassador to key internal and external stakeholders (e.g., business unit leaders, data scientists, IT, distinguished academic professors/researchers) and lead efforts to build/manage a [talent pipeline](https://100hires.com/talent-pipeline.html) for the group. You will coach, mentor, and champion the careers of your direct reports.

Responsibilities

Overseeing the strategic development and prioritization of project proposals, work plans, and research

Crafting storylines and presenting complex analytical concepts/strategic findings to senior executives to move the organization to action

Building and cultivating relationships with key stakeholders

Individually and within the team, maintaining a strong understanding of ongoing projects/business challenges and potential emerging technological solutions

Surfacing cross-functional challenges/dependencies and directing team and stakeholders towards consensus points/gaining buy-in for complex and uncertain break-through topics

Building, managing, and mentoring a high-performing team; inspiring others and resolving challenging relationship situations under tight deadlines; cultivating a [talent pipeline](https://100hires.com/talent-pipeline.html) within and outside the organization

Requirements

Undergraduate degree required; advanced business or another quantitative degree (e.g., MBA, MSc, Analytics, etc.) from a top-tier institution preferred

10+ years of experience with some combination of strategy consulting experience

Credibility and presence among peers and senior executives and adept at influencing through excellent verbal, analytical, written, and presentation skills

Strong sense of ownership/founder mentality to strategize and drive projects to completion; undeterred by challenges/obstacles and will remain motivated and apply creative thinking to overcome them

Skilled at identifying and articulating clear paths from strategy to execution

Strong critical thinking skills with the ability to elevate thinking and apply judgment during analysis about how components fit together and with the bigger picture

Strong leadership skills and ability to work independently and to guide and coach a dedicated team



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Job summary

The [Managing Director](https://100hires.com/managing-director-job-description.html) will serve as a partner to the President and will help manage the day-to-day work of the organization.

The [Managing Director](https://100hires.com/managing-director-job-description.html) will serve as an internal and external leader, who will thrive with both programmatic and management work. The [Managing Director](https://100hires.com/managing-director-job-description.html) will help develop and implement long and short-term organizational strategies, interact with funders and ensure strong communication and coordination between staff and program integration.

Responsibilities

Oversee the execution of the organization's day-to-day operations, including strategic financial decision-making and management

Work with the Finance Director to support the organization's human resources, finance, and technology functions

Provide leadership on human resources operations including training, development, compensation, and benefits, employee relations and performance evaluations

Ensure strong communication and coordination among staff

Requirements

A minimum of 15 years of professional experience with a clear track record in managing teams, programs, processes, and systems

Experience with financial oversight and management of operations

Effective and persuasive communication skills, both oral and written

Demonstrated ability to work in an entrepreneurial setting

Excellence in staff management with the ability to develop, coach, and manage high-performing staff

Superb interpersonal skills, with an impressive history of forging strong relationships with multiple stakeholders

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Job summary

The [Managing Director](https://100hires.com/managing-director-job-description.html) will direct and mobilize global resources to achieve customer goals.



Responsibilities

Manage staff by the organization's policies and applicable legislation.

Responsibilities include planning, assigning, and directing work; appraising performance and guiding professional development; rewarding and disciplining employees; addressing employee relations issues and resolving problems.

Approve actions on human resources matters, including salary administration.

Manage staff by assigning them their responsibilities when necessary, establishing goals that will increase knowledge and skill levels, and delegating tasks commensurate with their skill level.

Establish and lead activities related to Operational Governance and be directly responsible for the resolution of operational escalation, both internal and external.

Requirements

Excellent communication and interpersonal skills.

Excellent analytical/problem-solving skills.

Demonstrated ability to deliver results to customer expectations.

Strong influencing and negotiation skills.

Excellent matrix and cultural team leadership skills.

Excellent customer service skills.

Sound judgment and decision-making skills.

Strong software and computer skills, including MS Office applications.

Strong financial analysis skills; preferably a thorough understanding of company margins, pricing strategies, and profitability measures

Ability to establish and maintain collaborative working relationships with senior management, peers, and customers.

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Job summary

The [Managing Director](https://100hires.com/managing-director-job-description.html) leads and manages the Business Segment to ensure client satisfaction and business segment profitability as well as being responsible for the planning, organizing staffing, operational, and business development activities of the Firm.

Responsibilities

Creates establishes, and manages Business Segment strategies and plans to ensure that overall business goals, profitability, and retention goals are met in an environment conducive to sales.

Effectively recruits, coaches, mentors, manages, and assists in the professional development of Team Leads, Managing



Advisors, and colleagues.

Manages the targeted financial performance metrics of the Business Segment.

Maintains positive relationships with appropriate insurance company partner representatives through proper contacts and effective communication.

Requirements

10+ years of experience

College degree and professional designations are preferred; or equivalent education and experience

Possesses the ability to cast vision, develop effective strategies and tactics, and create positive motivation for business segment colleagues

Has a high level of technical insurance knowledge, is organized, and possesses excellent verbal and written communication skills