Job Description: Functional Senior Consultant

About the Role
We are seeking an experienced **Functional Senior Consultant** to join our team and drive impactful supply chain transformation and business improvement initiatives. Senior Consultants bring a blend of deep functional expertise, leadership, and consulting experience to deliver industry-leading solutions. In this role, you will manage client-facing workstreams, mentor project teams, and ensure successful delivery of advanced supply chain planning software implementations.

What You'll Do

- Lead functional or technical tracks within supply chain software implementations and business transformation projects.
- Partner with Project Managers, Principals, and Architects on large-scale engagements to deliver end-to-end client solutions.
- Independently manage day-to-day client interactions for small- to mid-sized projects, ensuring alignment with project objectives.
- Provide subject matter expertise in business process design, solution configuration, integration, testing, and deployment.
- Translate client needs into requirements and configure solutions leveraging established methodologies and toolkits.
- Develop and deliver training curricula, workshops, and supporting documentation for super users and end users.
- Contribute to change management initiatives, guiding clients through process adoption and organizational transformation.
- Mentor and supervise Consultants, Analysts, and Senior Analysts, ensuring client expectations are exceeded.
- Assist in developing proposals and Statements of Work (SOWs) under management guidance.

What We're Looking For

- **Experience:** 6–10 years of business experience, including at least 4 years in consulting or within the supply chain software industry.
- **Education:** Bachelor's degree required; advanced degrees or professional certifications (e.g., PMP, Six Sigma, CPM) strongly preferred.

- **Expertise:**
    - Mastery in at least one supply chain software module (e.g., Demand Planning, Supply Planning) with advanced proficiency in an additional module or domain (e.g., change management).
    - Deep understanding of best practices in at least two supply chain domains (Demand Planning, Plan-to-Buy, Plan-to-Make, DRP, Inventory Optimization, S&OP) across multiple industries.
    - Proven ability to lead functional and technical tracks, ensuring delivery to scope, budget, and quality standards.
    - Strong project management skills, capable of balancing competing priorities and driving accountability.
    - Experience troubleshooting, solutioning, and guiding client teams through complex business scenarios.
- **Business Development:** Aptitude for identifying client opportunities for solution expansion, hosting, or value-add services.

Professional Attributes

- Demonstrates professionalism and executive presence on client sites.
- Self-starter with a focus on achieving utilization and project goals.
- Proactively communicates risks, challenges, and resolutions to project leadership.
- Recognized as a trusted advisor by clients, capable of influencing expectations and building long-term relationships.
- Actively collaborates with leadership to enhance client value and explore new business opportunities.

Soft Skills

- Excellent communication and facilitation skills, with the ability to lead client workshops and be recognized as a domain expert.
- Skilled in articulating solution capabilities and value across all company offerings.
- Strong leadership and mentoring skills, fostering growth among junior team members.
- Ability to remain aligned with project leadership while engaging in joint problem-solving with clients.

Compensation & Benefits

- Competitive base salary: **$95,000 – $155,000**
- Performance-based incentive plan: **0–20%** of base salary

To apply, submit your resume and cover letter on our Careers page at https://neosbyargonandco.com/careers/

Our approach is hands-on: we work alongside our clients, roll up our sleeves, and deliver meaningful change that produces measurable, enduring results. With teams across North America, Europe, and Asia-Pacific, we help clients around the world reach their highest potential. You can find us on the web at neosbyargonandco.com.

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