**DO it: Senior Transformation Consultant**

You will be responsible for driving business development around our organisational transformation work as well as leading and implementing our programs in the area.

**Start date:** March 2020  
**Location:** Berlin campus  
**Position type:** Full time

**Let’s DO it together.**  
Founded in 2013 by Florian Hoffmann and Katherin Kirschenmann, the DO School is an award winning social business and the cornerstone of a global movement of purposeful doing. The DO School brings together leading organisations, world-renowned experts and talented impact entrepreneurs to clarify new ideas, and bring them to life quickly as new products, processes and services, inspiring seismic cultural shifts that transform people, businesses and society, and create not just better business but a better world – for everyone. The DO School is headquartered in Berlin with offices in Hamburg, New York and Hong Kong and has facilitated engagements in 30 countries for over 50,000 participants to date.
Key responsibilities:

You will be responsible for building the sales pipeline for strategic transformation consulting and advisory projects as well for designing, delivering and managing these projects. Specifically, your responsibilities will include:

- Designing and delivering organisational transformation programs
- Shaping and developing our organisational transformation offerings
- Support sales strategy for organisational transformation
- Leverage your network to drive sales
- Support design and iteration of sales materials in collaboration with communications
- Represent the DO School and Organisational Transformation area externally

Your profile:

You are passionate about supporting organisations on their transformation journeys. You are confident leading programs, also with senior leaders, and can create a productive, high-energy atmosphere. At the same time you are natural networker and communicated, able to develop and maintain high-level relationships and sell complex products.

Specifically,

- You have 10+ years of experience, e.g. in consulting and/or business development
- You have managed organisational transformation projects, either in-house or as consultant and are experienced with change management
- You are skilled at building and leveraging networks as well as in stakeholder management, including C-level and board level
- You have strong experience in project management, e.g. through working in consulting
- You are experienced in facilitating and managing a wide variety of stakeholders. Ideally you have C-level advisor experience.
- You are goal-driven, output oriented and play to win.
- You are confident and experienced but flexible and adaptable to new ideas and methods.
- You are experienced with cultural diversity in a working environment
You are fluent in English (written and spoken, preferably native level). Other languages are an advantage. Please note that the DO School is an international community, with English as its common language.

What's in it for you:

- The opportunity to make a difference in a small but global organization and contribute to our ambitious growth and impact goals.
- The collaboration with an entrepreneurial, creative and international team as well as the chance to engage with a global community of purposeful DOers - entrepreneurs, experts and intrapreneurs - from over 90 countries.
- An environment in which the alignment of passion and purpose is encouraged and the hunger and ability for getting things done celebrated.
- A competitive salary with benefits, team building activities and professional development initiatives

Application:
We look forward to your application! Our application process is always online, so please submit your application through our application portal: https://thedoschool.jobbase.io/

Applications will be reviewed on a rolling basis. If you have any questions about the application process or the job description, please send an email to: career@thedoschool.org.

Please note that we only accept applicants who have the right to work in Germany.
Equal opportunity employer: The DO School provides equal employment opportunities to all people, without discrimination based on country of origin, color, religion, gender, creed, national origin, marital status, disability or sexual orientation.