DO it: We are looking for partners and senior consultants!

Join our team at an exciting time to help create a more purposeful economy. You will drive business development around our organisational transformation and individual development work as well as lead and implement our programs in these areas.

Start date: Asap

Location: Berlin campus

Position type: Full time

Let’s DO it together.

The DO School is a global organization that enables a purposeful economy that is sustainable and innovative. We’re powered by a community of DOers, innovators, and experts from 100+ countries. Through our unique methodology, we support businesses to transform with purpose: To turn co-created ideas into action, equip people to lead and build movements, and create real change.
Key responsibilities:

You will be responsible for building the sales pipeline and / or manage accounts for strategic transformation consulting and advisory work as well as leadership development programs and for designing, delivering and managing these engagements. Specifically, your responsibilities will include:

- Building a sales pipeline and momentum around our organisational transformation and individual development work to build a more purposeful economy
- Shaping and developing the strategy, products and offerings across certain areas of work
- Supporting sales strategy for organisational transformation and individual development
- Leveraging your network to drive sales
- Designing and delivering organisational transformation and / or individual development programs
- Supporting design and iteration of sales materials in collaboration with communications
- Representing the DO School and your area of expertise 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 a natural networker and communicator, 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
- Alternatively, you have designed and led leadership development programs with senior stakeholders and executives
- 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) and ideally German. 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 growing 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.