



## Independent Consultants for the Legal Industry

LONDON  
NEW YORK  
WASHINGTON D.C.

### Engagement Manager

Employer: Blaqwell, Inc. (<http://www.blaqwell.com>)

Location: New York, NY or Washington, DC

Position Type: Employee

Position Duration: Full-Time

### Description of Blaqwell, Inc.

Blaqwell is an independent consulting firm providing strategic and organizational advice to leading law firms, legal and compliance departments, and others in the legal industry. Projects include advising law firms on strategic initiatives in North America and Europe, and advising General Counsel on improving organizational effectiveness, efficiency and reducing costs. In addition, Blaqwell is a small, growing firm with significant opportunities for talented individuals. Our partnership is comprised of leaders from top organizations including McKinsey, Linklaters, and PriceWaterhouseCoopers.

For successful former consultants from top-tier firms, we offer flexibility and choice, attractive financial rewards, the opportunity to work on high impact, challenging projects with teams of people from similar backgrounds, and significant advancement opportunity in an entrepreneurial environment. We are seeking experienced consultants who can make key contributions to growing our firm and shaping our team model. While we pride ourselves on the high quality of the work we produce, we also believe that top-notch consulting can be compatible with a more family-friendly lifestyle. Thus, in the Blaqwell model, travel tends to be more limited than at larger consulting firms.

### Description of position:

The Engagement Manager will be an important member of Blaqwell's growing team. Specific responsibilities will include:

- Leading major consulting engagements with key clients
  - Engaging in creative, fact-based problem solving
  - Developing evidence-based solutions to clients' strategic challenges
- Developing strong relationships with clients, serving as a trusted adviser
- Generating follow-up on work and new business
- Identifying opportunities to expand Blaqwell's services
- Serving as a mentor, coach and role model for junior consultants
- Helping the partnership to develop the Blaqwell team model and to successfully grow the firm

### Experience and Skills:

We are seeking an experienced team leader and project manager and have a strong preference for a candidate with experience as an engagement manager at a top-tier consulting firm. An MBA or JD from a top-tier school and a strong record of professional success are required. The successful candidate also will have:

- Excellent grasp of business strategy, project management, organizational, and leadership principles

- Exceptional problem-solving and analytical abilities
- Outstanding communication, presentation and interpersonal skills
- Strong leadership skills, including demonstrated success in coaching and mentoring
- Exceptional management and organizational skills
- Proven ability to develop business and sell consulting services
- Excellent team-building skills and ability to work effectively with different types of individuals
- Ability to work under tight deadlines to successfully meet objectives
- Strong character and a passion for self discovery and personal development
- Sense of humor, flexibility, and positive attitude
- Entrepreneurial drive and desire to contribute to growing organization
- Ability to combine the skills of an outstanding consultant – intellectual rigor, analytical thinking, and a dedication to client service – with a high level of emotional intelligence
- Knowledge of project financials
- Knowledge of Outlook
- Knowledge of Microsoft Suite (MS Project preferred) and/or flexibility in learning new software applications