

Consult Partner

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Company: Kyndryl

Location: Haymarket

Category: other-general

At Kyndryl, we design, build, manage and modernize the mission-critical technology systems that the world depends on every day. So why work at Kyndryl? We are always moving forward – always pushing ourselves to go further in our efforts to build a more equitable, inclusive world for our employees, our customers and our communities. The Role Title :

Consult Partner

Your Role and Responsibilities :

Kyndryl's professional services arm Kyndryl Consult is seeking an experienced Consult Partner to help drive exceptional customer IT outcomes, guide clients digitally transform their business, reduce risk, deliver operational excellence, continuously measure, and achieve their digital transformation value while solving their mission critical challenges. Leveraging Kyndryl's mission critical global strength and the leading technology capabilities of our Global Practices (Cloud, Mainframe, Networking and Edge, Data & Application, Security & Resilience and Digital Workplace). Experienced Consult Partners are part of the high growth Consult business and participate and lead multi-disciplinary teams on complex consulting engagements and are accountable for creating and positioning value on Kyndryl's largest accounts and opportunities. You will have exposure to senior leaders internally and within customers in a start-up-like environment, within the world's largest mission critical IT operations and infrastructure services firm. As a Consult Partner, you will play a vital role with the industry client and Kyndryl account teams, building senior level relationships and driving value-based outcomes. You will have opportunities to lead small teams of

practitioners on multiple projects advancing your career in one of the fastest growing IT consulting businesses globally. Key Responsibilities include:

Propose, close, and deliver customized client engagements that provide valuable assessments, strategies, and roadmaps for technologies/platforms across our Kyndryl Consult portfolio to drive a modernization agenda.

Develop and maintain relationship with key client stakeholders; develop pipeline and originate deals with C-level clients; lead pursuit teams; lead and contribute to the proposal development and negotiation process.

Team with existing account team leadership to facilitate account planning.

Bring deep industry-centric, technical thought leadership, success stories and points of view on IT modernization.

Identify land and expand opportunities – leverage consulting entry points to drive bigger transformational programs

Your Future at Kyndryl:
Every position at Kyndryl offers a way forward to grow your career, from Consult Partner to Consult Senior Partner. We have opportunities in all industries and technologies that you won't find anywhere else, including hands-on experience, learning opportunities, and the chance to certify in all major hyperscalers. One of the benefits of Kyndryl is that we work with clients in a variety of industries and markets. Whether you want to broaden your knowledge base or narrow your scope and specialize in a specific sector, you can find your opportunity here.

Who You Are
Required Professional and Technical Expertise:

Extensive experience and recent proven track record in IT Consulting or IT Management Consulting with regional or global consulting firm (Big 5 or boutiques) with delivery and business development success and growth.

Established history combining consulting, sales, and delivery; experience delivering workshops, assessments, strategies, roadmaps, designs, and deployment plans.

Demonstrated record creating & executing client transformation programs to drive strategies, optimization, and modernization.

Track record of developing and expanding client relationships with executive focus, proven ability to present strategic content and drive transformation across a broad range of stakeholders (executive, tech, etc.).

Differentiated industry expertise (in at least one of: Consumer / Travel, Financial Services, Media/Communications / Energy, Healthcare / Life Sciences or Government) and depth

across technology and IT trends, challenges, solutions, market dynamics, competition, and peer group activities.

Demonstrated ability to shape large complex, multi-competency deals across the Kyndryl Practices portfolio (e.g., Cloud, Applications, Data/AI, Network & Edge, Datacenter, Security, Resiliency, and/or Digital Workplace Services).

Preferred Professional and Technical Expertise:

Experience with Statement of Work / Contract development, iteration, refinement, negotiation, and deal closure.

Development of business cases with return-on-investment analysis.

Deep experience working with hyperscalers (AWS, Azure and GCP) across large optimization, migration, and modernization solutions. Familiarity with their methods, ways to partner and cloud capabilities.

Understanding and articulation of the vision for modern engineering (e.g., agile, cloud native, DevOps) and operations (e.g., observability, automated response, SRE etc.) and ability to articulate a path toward a target operating model (people, process, and tools).

Diversity is a whole lot more than what we look like or where we come from, it's how we think and who we are. We welcome people of all cultures, backgrounds, and experiences.

But we're not doing it single-handedly: Our Kyndryl Inclusion Networks are only one of many ways we create a workplace where all Kyndryls can find and provide support and advice.

This dedication to welcoming everyone into our company means that Kyndryl gives you – and everyone next to you – the ability to bring your whole self to work, individually and collectively, and support the activation of our equitable culture. That's the Kyndryl

Way. What You Can Expect

With state-of-the-art resources and Fortune 100 clients, every day is an opportunity to innovate, build new capabilities, new relationships, new processes, and new value. Kyndryl cares about your well-being and prides itself on offering benefits that give you choice, reflect the diversity of our employees and support you and your family through the moments that matter – wherever you are in your life journey. Our employee learning programs give you access to the best learning in the industry to receive certifications, including Microsoft, Google, Amazon, Skillssoft, and many more. Through our company-wide volunteering and giving platform, you can donate, start fundraisers, volunteer, and search over 2 million non-profit organizations. At Kyndryl, we invest heavily in you, we want you to succeed so that together, we will all succeed.

Get Referred!

If you know someone that works at Kyndryl, when asked 'How Did You Hear About Us' during the application process, select 'Employee Referral' and enter your contacts Kyndryl email address.

We're glad you're here. Take a look around at the many exciting career opportunities we have available and apply today! Can't find a suitable job opening? Drop off your CV/Resume and a Recruiter will reach out with related career information that match your experience and expertise. Sign up for Job Alerts

Create your account and then sign up for job alerts. When new jobs become available that meet your criteria, you'll be alerted right away!

Curiosity is the Core of Innovation At Kyndryl, curiosity is at the core of innovation. It fuels the most vital need inside us—the need to progress. To be a Kyndryl means standing up for Progress and going all in, fully committing to our customers and their progress. As we grow, our curiosity opens new worlds, new ways of thinking and solving problems. It helps us in our career and to find joy in our work. What sparks your curiosity? #J-18808-Ljbfrr

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