



Consultant - Enterprise

inCode is a boutique strategy and management consulting firm providing business and technology consulting services for leading companies worldwide. Renown in the telecom industry since 1998, inCode has extensive experience with wireline, wireless, cable, and enterprise clients. Our consulting team offers an unmatched combination of vision, intelligence, and technology understanding – combined with an unparalleled ability to execute.

inCode's Enterprise Mobility Group brings to the market 'Big 5' consulting experience and highly technical engineering resources to address both the business owners and key technical contacts needs.

Location: Atlanta, GA, Reston, VA (other locations also considered)

Qualifications / Requirements:

- 4-7 years Mobile Application / Wireless/ Telecom industry experience
- 2 years experience with design, engineering, operations, or support of Mobile Application including; iAnywhere, Antenna, etc
- 1 year managing technical teams
- Bachelors Degree - Business, Industrial Engineering, MIS or IT preferred, MBA a plus
- Large System Integrator or Big 4 background. IBM, DELL, Deloitte, Accenture, etc
- Enterprise Strategy and Consultative Sales experience a plus
- Travel up to 100%
- Understanding of the products offered in the wireless industry including some of the emerging trends
- Can create a design and architecture (D&A) based on a fictional case.
- Can describe pros and cons to different D&As based on design choices
- A strong understanding of Mobile Application Software Development Life Cycle (SDLC)
- Wireless experience in at least one of the following sectors: Enterprise wireless networks, Carrier wireless networks, or Government wireless networks.
- Experience with Mobile Application Operations (e.g., network provisioning, OSS/BSS, device management)
- Ability to prioritize work and handle multiple tasks simultaneously in a fast paced environment.
- Strong time-management and organization skills.
- Proven ability to establish and grow client presence
- Proven sales and sales support background
- Proven ability to lead and deliver complex engagements (from project estimating, to program planning, to delivery execution & implementation). Includes developing and adhering to timelines, acquiring and allocating resources, ensuring quality deliverables, effective communication and project risk management
- Opportunity identification and qualification
 1. Relationship development
 2. Pipeline management
 3. Business case development
 4. Creative deal shaping

- Proven ability to build, manage and foster a team-oriented environment
- Experience in creating complex spreadsheet and completing data analysis
- Experience with PowerPoint in the creation of sales, project and architecture presentations

Please send your resume in confidence to careers@incodetel.com with “Enterprise Consultant” in the subject line.