



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 Strategy & Technology Group specializes in providing a full range of business strategy services to help service providers, infrastructure vendors, private equity firms, and emerging players capitalize on market opportunities. The experienced professionals of inCode leverage business acumen with technology insight to offer a complete suite of services: corporate strategy, financial analysis, market analysis, business launch, strategic sourcing, and technology advisement.

Location: We are currently hiring Senior Managers in our Business Strategy Group in the Washington D.C. and NY/NJ areas. We are hiring Managers in Washington D.C., NY/NJ, Seattle, San Francisco, Dallas, Atlanta and Toronto.

Manager / Senior Manager, Strategy and Technology Consulting

Responsibilities:

The successful candidate will:

- Provide Project Management in Technology & Strategy for wireless clients.
- Lead engagements focused on the development of business cases and business potential analyses.
- Contribute pro-actively with business and solutions consultancy during the pre sales phase.
- Lead strategy analyses of target customers.
- Create of customer proposals.
- Lead engagements for business case and profitability analyses.
- Provide active and competent communication of inCode strategies in customer organization.
- Provide contributions in the development of account strategies to support and win the target group of customers / accounts.

Qualifications:

- 5+ years telecommunications and consulting
- 3+ years continuous project management in wireless, financial modeling, business planning, market research and related fields
- 2+ years working on teams to provide project management to customers in telecommunications, financial modeling, business planning, market research, or related fields
- **Deep wireless industry skills**, including mobile content productization, convergence, services, and platforms
- Ability to supervise staff of 5+
- Sales skills
- Bachelor degree; economics, business, finance majors and engineering preferred
- MBA or equivalent experience

