



## Business Development Lead - Consulting

### About Flexing It

[Flexing It®](#) is the largest platform in India and Southeast Asia enabling organisations to access experienced independent consultants and domain experts 'on-demand' and manage them at scale. Featured in 2022 as one of the highest growth companies in APAC by the Financial Times, Flexing It® has built a technology-driven solution that caters to over 3,000 corporates and 80,000+ independent consultants and 2000+ boutique firms, using proprietary tools and market knowledge to make the experience effective, efficient and scalable.

Our community of vetted consultants and boutique firms spans all core business functions and sectors and brings rich experience that our technology matches to your projects. Flexing It can help clients find the right consultant for projects that span a few days to a few months based on what the assignment needs. For our high-use clients, Flexing It provides an Enterprise product suite that helps them access consultants, track project delivery, ensure efficient contracting & payments - all supported by a layer of analytics.

Flexing It is also expanding internationally with a focus on APAC and the Middle East regions, as well as connecting Indian talent to the world through our remote consulting solutions.

There are very strong tailwinds to the professional gig economy globally and Flexing It is on a strong growth trajectory providing interesting and challenging opportunities for colleagues who join us at this juncture.

### Business Development Lead - Consulting

Consulting is a core focus area for us at Flexing It - both as clients, where we work with all the top professional services firms and help them access experts and on-demand talent, as well as a talent pool. In terms of the latter, we have the best network of ex-top tier management consultants who are now independent, and whom we match to strategic projects with our clients across sectors and regions.

We are now building the Consulting P&L out as a separate vertical, and are looking for someone to join us to lead the business building efforts for this, working closely with the Founder and the Senior team.

The specific roles and responsibilities will include (but not be restricted too) the following:

#### **Scaling our work with Professional Services firms in India and Globally**

- Working with the senior team to refine and build upon the solutions Flexing It offers professional services firms

- Identifying potential additional target clients (India and global) beyond the cohort we work with and reaching out to them
- Working with the Growth and RevOps team to expand our work with existing clients in this domain

#### **Driving the GTM for our new FlexTeams product**

- Developing a sharp articulation of the Consulting 2.0/FlexTeams offering where Flexing It provides consulting support (individual or through bespoke teams) to scale-ups, large and mid-sized companies
  - Defining the priority target groups for the offering and identifying the first set of companies to reach out to
  - Working with the Growth team to design and implement marketing campaigns with the target groups, and refining these based on performance
  - Interacting with potential clients to explain the solutions, distill potential problem statements and develop proposals for how FlexTeams can help
  - Work closely with the Operations/Client support team to ensure the initial set of projects go well and develop a scalable SoP
  - Work with the Product team to identify enhancements on the platform that would enable better adoption
- Overall
- Ensuring we are tracking key metrics on a monthly and quarterly basis

#### **Skills required**

We are looking for someone with an entrepreneurial mindset and at least a few years of consulting experience (and 5-8 years of overall work experience) to work with the Founder, the Chief Growth Officer and broader Senior team to grow out a new critical P&L. Interested folks can reach out to us on [Careers@flexingit.in](mailto:Careers@flexingit.in) with 'Business Development lead – Consulting' as the subject line.