

Vice President - Consulting

Ambir is growing and looking for leaders! We have made the strategic decision to expand to St. John's, NL and we are looking for a builder and leader to grow the Ambir brand and our business in the local market.

Ambir's recruiting strategy is simple: *We hire really "GOOD" people with "GREAT" skills and support them in turning their professional aspirations into reality.* Ambir team members are bright, passionate and caring people with diverse backgrounds, who come together to create a unique values based culture.

We are currently seeking a highly enthusiastic, positive and self motivated leader who cares about people and is looking for a once in a lifetime opportunity. This is an opportunity to be part of building a new team, establishing and growing a new operation with a company that has twice been recognized as the #1 Best Place to Work in Atlantic Canada. The successful candidate is someone who is ready for the next stage of their career journey, has had a successful track record as a senior consulting practitioner, and has a reputation as a leader amongst their peers, in their field and in their community.

Ambir is an ICT Services company who believes that the success of our company is a direct result of the quality and character of our people. We have built a strong, high energy, high performance team of IT professionals dedicated to leveraging their collective years of experience and success, both with product and consulting organizations, to help our clients achieve their business and technology goals.

If you are a "GOOD" person, with the passion and desire to build a strategic new piece of our business, then you should apply to become part of our team.

Immediate Position: VP of Consulting Services

Location: St. John's, NL

The Ambir NL operation is a key building block in our overall growth strategy and the selected candidate is expected to deliver consulting services while building the Ambir NL team and developing the market.

In addition to your initial role as a senior billable consultant, you will be responsible for building and leading a team, developing customer relationships, driving sales and having responsibility for delivery oversight. You will be expected to undertake consulting assignments while you build the business with the goal of reaching a full time leadership role of the Ambir NL operation.

Specifically, qualified candidates should possess experience, knowledge and skills that allow them to execute on the following responsibilities:

- Delivering senior level consulting services in project management, business analysis or architecture
- Engaging in business development efforts and creating new business opportunities
- Recruiting and building a talented team of IT professionals (PMs, BAs, Architects and Developers)
- Ensuring successful delivery on engagements
- Identifying new client relationships and developing the NL market for Ambir
- Managing and mentoring team members
- Establishing and managing clients, partners and community relationships
- Setting the revenue target for the NL operation



- Leading proposal development and responses to customer needs/opportunities
- Accountability for P&L of the operation
- Contributing to the business and budget planning process for the NL operation
- Representing and building the Ambir brand in a manner consistent with our stated values

ESSENTIAL SKILLS AND QUALIFICATIONS

- Entrepreneurial spirit and a passion to contribute to growing a business while having a positive impact on your local community and the global community
- You care about people
- Self motivated with experience working in a highly matrixed, virtual organization
- Excellent leadership, consulting, people management and strategic thinking skills
- Willingness to travel if required
- An engineering or computer science degree or equivalent experience. An MBA or equivalent business experience would be considered an asset.
- 15-20 years progressive experience in the IT sector, 5 of which has been in the IT Consulting Services sector
- Professional IT professional certification such as PMP, CBAP, etc. or equivalent experience

About Ambir:

Ambir is a different kind of company and we are proud of that. Our growing team consists of experienced, intelligent and ambitious individuals, who are committed to developing a sphere of positive influence with our clients and in our community. Furthermore, while the services we offer will rest on a deep foundation of experience and knowledge, we strive to remain agile and fluid in the approaches and techniques we employ.

Ambir, recognized twice as “The #1 Best Place to Work in Atlantic Canada” by Progress Magazine, and ranked nationally as one of Canada’s Top 25 Up and Comers in recent Branham Group Surveys of ICT Companies, maintains offices in Saint John, Fredericton and Moncton; New Brunswick, and Halifax; Nova Scotia. We are also looking forward to expanding our business in St. John’s, NL!

To Apply:

If you are interested in the opportunity that Ambir has to offer, please reply in confidence to **vpconsulting@ambircareers.com**. Only applicants considered for interviews will be contacted. For more information about Ambir, please visit our website: www.ambirsolutions.com