**Senior advisor Sales head**

**Job Description**

Senior Advisor/Deputy Director is responsible for overall annual planning and budgeting; program, grants, and financial management; monitoring and evaluation; technical oversight; and organizational growth as well as new business development

**Responsibilities**

* Manage work efforts to contract specifications.
* Develop quality work product(s) and documentation.
* Support delivery assurance practices by participating in periodic project reviews
* And audits and maintaining accurate and timely project reporting.
* Anticipate and communicate project risks.
* Interface with client leads and become a trusted advisor or confidant to the client.
* Perform costing and pricing financial analyses.
* Identify, document, and build up costs in an as-is environment.
* Predict cost break-downs in proposals or future-stated environments.
* Serve as a subject matter expert.
* Lead sub-project teams as required.
* Cultivate successful client relationships.
* Contribute to the development of Everest intellectual property.
* Support Everest business development efforts in expanding business. Identify
* New or additional revenue opportunities with current clients.

**Skills And Qualificaiton**

 Graduate tertiary qualification with a financial focus as a minimum

 Extensive experience (i.e. at least 5 years) in commercial finance including commercial transactions, capital structure and/or corporate form.

 Strong written and oral skills with the ability to communicate complex issues and concepts clearly, succinctly and with influence.

 Critical thinking and analytical ability

 Ability to build and maintain relationships and networks with diverse range of stakeholders on often complex, conflicting and ambiguous issues.

 Personal integrity, sound judgement and an honest and ethical approach

 Experience working with complex, ambiguous and risky issues, and applying judgements to those issues

 Track record of creating practical solutions to complex and ambiguous problems

 Experience leading others in terms of coaching and mentoring

 Numerically literate and ability to link to policy analysis

 Strong learning agility

 Excellent organizational skills

 Ability to obtain an appropriate security clearance

 Understanding of the machinery of government (desirable but not essential)