

Managing Director

Flexible Location
Opportunity

Our Organization

DSG Global is dedicated to recruiting inspiring, transformational leaders of every background who build culture, foster innovation, and deliver high performance. *These values are imbued in our culture!* Our firm's breadth and industry depth enable us to provide highly consultative services, conveying insights and assessments drawn from years of experience across a wide spectrum of industries. *Our firm is consistently ranked in the top ten search firms in the U.S and recently celebrated our 50th anniversary!*

In 2023, DSG Global acquired an existing strategic consultancy, now known as DSG Global Consulting. Originally established in 2012 the practice provides high-impact results-oriented problem solving and organizational performance solutions. Services span strategy, operations, marketing, organizational transformation, culture assessment and best practices.

A Specialized Team

We've diversified the talent on our team to provide first-hand insight into how to build yours.



Role Summary

As the Managing Director for DSG Global's Consulting Practice, you will be responsible for driving business development and sales efforts and focus on identifying and securing new business opportunities, cultivating relationships with key stakeholders, and positioning our consulting services as essential solutions for client success. The MD will secure, execute, and close executive search and consulting mandates for clients, driving business development and delivering successful outcomes for clients. A proactive, detail-oriented, and resourceful leader, the MD will excel in managing relationships, projects, and teams.

The ideal candidate is a resourceful strategic thinker with a proven track record in consultative sales, business development, and relationship management in professional and executive services/environments. Successful candidates will bring an entrepreneurial, service-oriented mindset, grounded in intellectual curiosity and perspective, in addition to the ability to generate revenue and serve as a partner to CEOs, Board of Directors and Leadership Teams. Exceptional interpersonal and communication skills are part of the candidates DNA.

Primary Responsibilities

- Business Growth & Development
- Development & Sales Strategy
- Lead Generation & Prospecting
- Client Relationship Management
- Proposal Development
- Market Intelligence
- Collaboration & Cross-Selling
- Sales Pipeline Management
- Portfolio Management

Qualifications & Experience

- Proven track record (7+ years) in sales, business development, or client engagement within consulting, professional services, or related industries
- Strong understanding of leadership consulting, talent strategies, and organizational effectiveness
- Exceptional relationship-building and networking skills
- Demonstrated commercial acumen
- Self-motivated and results-driven with the ability to independently manage complex projects and drive multiple initiatives to completion
- Entrepreneurial mindset with a proactive, results-driven approach
- BA in business, marketing, or related field preferred

Search Team

To explore this opportunity in confidence or apply, please submit your details via our Talent Profile portal:

<https://talent-profile.dsgco.com/search/v2/22131>