

Title: Consultant and Innovative Client Services Leader

About Us

Integrated Work is a future-focused, human-first consultancy based in Colorado, with over 25 years of experience in fostering impactful change nationwide. As a woman-owned and woman-led organization, and a Certified B Corp, we take pride in our commitment to social impact work. Our mission is to empower socially conscious organizations and associations to enhance their collective impact by leveraging the power of human connection to create breakthrough results. We blend the latest research on leadership and human behavior with centuries-old wisdom traditions to bring people together to solve some of the most pressing challenges of our time.

Are you a mid-career individual with experience leading consulting projects, running and scaling professional services firms, and/or working in and with organizations experimenting with new models of organizing and building the future of work? If so, we hope you will consider joining us during an exciting time in our own growth journey. We are especially interested in candidates who have experience working in or with employee-owned cooperatives and/or who are connected to the B Corp community. Experience working within traditional structures like governments and/or corporate environments and an ability to bridge old models and new ones is a plus.

With a diverse client base spanning healthcare, environmental, and educational sectors, we prioritize candidates with a passion for justice, equity, diversity, and inclusion (JEDI). The [JEDI WAY](#) guides our everyday behavior both internally with each other and externally with our clients. For us, difference is a source of strength, creativity, and innovation. We integrate diverse ideas, perspectives, and values to amplify our work and grow our impact.

- **Human First:** We center the rich diversity of our shared humanity in everything we do.
- **Heart of Service:** We work to serve those we have the privilege to partner with.
- **Integrity, Always:** We tell the truth with care and compassion to deepen trust.
- **Impact, Amplified:** We do this work to make a positive difference in the world.
- **Growing Together:** We do the work to grow our capacity to make meaningful change.

Integrated Work is an Equal Opportunity Employer committed to fostering a diverse and inclusive workplace.



The Role: Consultant and Client Services Leader (\$75-100K/yr)

We are seeking a dynamic and visionary individual to join our team as a Consultant with a particular emphasis on contributing to the growth of our Client Services area. As we evolve into the next chapter of our growth, we are looking for someone who understands the industry, has developed a toolbox of best practices, and is eager to be a part of a team building a better version of “consulting.” The successful candidate will be innovative, justice-oriented, and deeply committed to client satisfaction.

Key Responsibilities:

Client Relationship Management: Cultivate strong, trusting relationships with clients, federal stakeholders, and internal teams to enhance program effectiveness and identify new business opportunities.

Strategic Program Leadership: Oversee the successful delivery of large contracts. Develop the skill and capacity of the consulting team, collect and share best practices to continuously evolve and improve our work.

Evolve our Practice: Integrate consulting best practices into our human-first, JEDI informed culture. Grow our ability to manage practice areas or suites of projects and leverage learning skillfully and transparently across the system.

Team Leadership and Development: Provide mentorship and support to staff, fostering a culture of collaboration, learning, and continuous improvement.

Impact Evaluation: Develop program metrics and evaluation strategies to measure the effectiveness of interventions and inform future program enhancements.

Business Development: Identify opportunities for program growth and expansion, leveraging insights from client interactions and market trends.

Cross-disciplinary Collaboration: Collaborate with internal teams across various functions, including talent development, operations, marketing, and technology, to deliver integrated solutions that meet client needs.

Qualifications:

- Minimum of 12 years of progressive experience in consulting leadership roles, with a proven track record of managing large contracts and fostering client relationships.

- Demonstrated commitment to justice, equity, diversity, and inclusion, with experience working with diverse communities and vulnerable populations.
- Experience working in or with the B Corp community, employee-owned cooperatives and/or self-managing organizations.
- Experience working within traditional structures like governments and/or corporate environments and an ability to bridge old models to emerging ones.
- Experience in the healthcare sector, particularly with community health centers, primary care associations, or similar organizations, is highly desirable.
- Excellent communication, facilitation, and presentation skills, with the ability to engage and inspire diverse stakeholders.
- Strategic thinker with exceptional problem-solving abilities and attention to detail.
- Proficiency in project management tools and technologies.
- Bachelor's and advanced degree in a relevant field preferred. Relevant or comparable life and work experience are given equal consideration to formal education.

Location: This position is open to candidates eligible to work in the US. Remote work is possible, with a strong preference for candidates located in Boulder/Denver or the Washington, D.C. metro areas.

Compensation: Integrated Work offers a competitive salary and benefits package, including the ability to work remotely, generous time off, health, dental, vision, family leave, retirement plan, and profit sharing. We currently have a 40-hour work week and are exploring a 32-hour work week as our full-time standard. We will be experimenting with 4-day work week models this summer and make a final determination about the length of our work week by year-end.

Base salary will be commensurate with experience, expected range is \$75-100K.

How to Apply:

To apply, please complete the interest form at www.integratedwork.com/jointheteam and submit your résumé and a cover letter outlining your interest in the role and what you would uniquely contribute to Integrated Work's mission.

We are interested not only in your professional experience but also in your personal qualities and values that align with our team culture.

Thank you for considering a career with Integrated Work. We look forward to welcoming passionate and innovative individuals to our team as we continue to make a positive impact on society.

***Note:** Applications will be reviewed on a rolling basis, and candidates will be notified if they have been selected to move to the next stage of the process. We aim to have the position filled by July 1 and will communicate with all candidates once the selection process is completed.*