

# Head of Consultancy at NTI Group

## About NTI Group

NTI Group is one of the leading digital solution partners in Europe for the construction, manufacturing, and media & entertainment industries. Operating across 12 countries in EMEA with more than 950 employees of which 210 are expert consultants, we deliver value-driven services around the Autodesk portfolio, NTI's own software, and leading third-party solutions.

## Position Summary

We are seeking a dynamic Head of Consultancy with a strategic mindset to lead and unify our international consulting organization of over 210 experts across 12 entities. This is a key leadership position, responsible for defining and executing a group-wide Go-to-Market (GTM) strategy, harmonizing service offerings, and fostering one consistent way of working across all countries and markets. The role is focusing on influential leadership as the consultants have direct reporting lines into local leadership.

You will drive alignment and excellence in the delivery of professional services across our core industries: Manufacturing, Building & Construction, and Media & Entertainment. The role demands strong collaboration with local Consultancy Managers, Sales, Customer Success, and Product teams to ensure scalable, customer-centric outcomes.

This role is pivotal in ensuring the successful delivery of implementation and consulting projects that drive customer value across our core verticals: **Manufacturing, Building & Construction, and Media & Entertainment.**

As the Head of Consultancy, you will be responsible for leading and optimizing our service delivery organization in close collaboration with Sales, Customer Success, and Product teams. You will ensure best-in-class implementation of design and construction solutions, combining industry expertise and technology to deliver scalable, customer-centric outcomes.

Your responsibility cover disciplines like consultancy and service offerings, as well as academy, customer training & courses and hotline

## Key Responsibilities

- **Leadership & strategy****Influential leadership**, mentor, and co-develop a high-performance team of ~210 consultants across 12 countries with our country managers. Define and execute a professional services strategy aligned with NTI Group's strategy, growth goals and customer expectations. **Lead and coordinate capacity planning and workforce development**, identifying and addressing capability gaps across the consulting organization. Act as a **strategic partner** to Executive Management, providing insight and direction on service trends, market demands, modernizing and commercializing our service offerings portfolio, and operational performance. **Main peer contact** into our main vendor Autodesk for technical and presales related topics
- **Customer-centric delivery** Oversee and ensure high-quality delivery of onsite and online consulting services, from solution implementation to user enablement. Champion customer satisfaction and value realization through structured engagement and post-implementation support. Ensure industry best practices in deploying Autodesk, NTI IP, and 3rd party solutions are best in class.
- **Cross-functional collaboration** **Foster cross-border collaboration** between teams to enable knowledge sharing, efficiency, and innovation. Collaborate closely with **Sales** to support pre-sales scoping and solution architecture for complex customer engagements. Partner with **Customer Success** to ensure smooth customer onboarding, adoption, and retention. Work with **Product** and **R&D teams** to provide field feedback that supports product innovation and market fit.
- **Operational excellence** Drive KPIs for project delivery, consultant utilization, revenue growth, and profitability. Standardize and scale service offerings across countries and industries while maintaining local relevance. Implement tools, systems, and processes that enhance delivery effectiveness, quality, and scalability.
- **Market & industry focus** Stay informed on trends and innovations in Manufacturing, AEC (Architecture, Engineering, Construction), and Media & Entertainment. Ensure the Professional Services team leverages industry-specific knowledge to deliver integrated,

customer-centric solutions.

### **Required Qualifications**

- Proven leadership experience (10+ years) in Professional Services, Consulting, or related fields in an international or multi-entity SaaS environment.
- Deep understanding of Autodesk products, design/construction workflows, or digital transformation in Manufacturing, AEC, or Media sectors.
- Strong business acumen and understanding of commercial models in a technology-driven B2B environment.
- Demonstrated ability to build and execute GTM strategies and unify operational practices across countries or business units.
- Experience managing large, multi-country consulting teams and delivering services across multiple markets in EMEA.
- Experience in aligning technical service delivery with sales and product functions to drive growth and customer success.
- Exceptional stakeholder management and communication skills, capable of influencing across cultures, levels and functions e.g., Sales and Customer Success teams.
- Fluent in English; additional European languages are a plus.
- Bachelor's or Master's degree in Engineering, Architecture, Business, or related field.
- Willingness to travel internationally as required.

### **What We Offer**

- A leadership role in a fast-growing and innovative European company.
- A highly skilled and passionate team of industry experts.
- The opportunity to shape the future of digital transformation in design and construction industries.
- A collaborative and flexible working environment with international exposure.

**Join NTI Group** to lead the next evolution of our Professional Services and empower customers across EMEA with transformative digital solutions.