



Acropolis Advisors Position Description - Principal September 2022

Title:	Principal
Reports to:	Senior Firm Leadership
Status:	Full Time
Location:	Boston, MA In Office

Overview:

Acropolis Advisors seeks to recruit entrepreneurial team members who have experience working at top-tier strategy firms. Top candidates will possess outstanding raw intelligence, a collaborative work style, innate curiosity, and a desire to challenge the status quo in the spirit of not settling for good but reaching for ground-breaking and great. A foundation in traditional strategy consulting tools, analysis and practices is as critical as a drive to work with world renowned experts and practitioners in strategy as they help CEOs adapt to 21st Century Capitalism.

In return, Acropolis Advisors promises to proactively provide challenging and myriad opportunities that only a start-up can offer, as well as the apprenticeship, training and coaching associated with larger firms. Our guiding principles are wisdom, empathy, and pragmatism. This is a once-in-a-lifetime opportunity for those who have excelled at what they do but have never been satisfied by the established institutions.

Position Description:

Principals are critical leaders of case teams, typically composed of one or more Partners, a Principal, and Consultants, all engaged in providing strategic analysis, advice, and insights to clients on their top business priorities.

Principal-level responsibilities will straddle client relationship management and deep involvement in work product. Key responsibilities include becoming an expert in the client's organization and industry, overseeing the case team and mentoring junior team members, driving the team's workplans and work product to develop meaningful insights, developing presentation materials and presenting findings internally and to clients. Principals will also lead discussions with members of the client team on a regular basis.

Description of Ideal Candidate:

- MBA or relevant advanced degree from a top educational institution
- Minimum of 3 years of experience at a top-tier advisory firm, post-MBA
- Excellent and creative problem-solving mindset with proven "crack the case" capabilities
- Proven experience leading a consulting team, simultaneously actively participating in work product and managing client relationships
- Expertise in multiple industry sectors



- Strong foundation in the strategy consultant's toolkit, understanding how and when to apply various frameworks
- Strong written, slide and oral communication skills, in-person and remote
- Excellent interpersonal skills with a track record of having built strong client relationships
- Ability to work collaboratively in teams while also being a strong individual thinker
- Deadline-driven, process-driven, and outstanding work ethic
- Willingness and desire to pitch-in in an "all hands-on deck" startup environment, where no task is too small
- Strong core values of mutual respect, partnership, entrepreneurialism, teamwork, commitment to going the extra mile
- Fluency in English; ability to relocate to or currently residing in the Greater Boston area; desire and willingness to travel to client locations

About Acropolis Advisors:

Acropolis Advisors exclusively serves Chief Executives, working in partnership on their most important strategic issues. We are practical problem solvers with decades of experience as top-level strategists.

Plotting a winning course in the current business environment is tricky and demanding. Runaway inflation, rising interest rates, the Ukraine war, an emboldened China, climate change, and a polarized political landscape in the United States are only some of the current factors with serious implications for most corporations. Navigating emerging ESG expectations while generating industry leading levels of profitability only complicates matters further. Then there are the specific business challenges alongside exciting opportunities unique to the company that must be addressed.

We are guided by the foundational principles set forth by our senior partner and the world's most recognized strategy academic, Harvard Business School Professor Michael E. Porter. Mike's seminal works on competitive strategy, the Five Forces, value chain dynamics, and shared value are core strategic concepts that have proven to be timeless.

Joining Mike are a group of seasoned partners who have worked at the top strategy houses and are led by the founder and former Chairman and CEO of The Parthenon Group, Bill Achtmeyer. Bill's vast experience advising some of the world's most successful CEOs is highly acclaimed. He is the author of a novel strategic framework, the Full Potential Paradigm. Recently, Bill and Mike have introduced the concept of "stakeholder optimization" which posits that successful companies need to address all stakeholders' threshold needs, while generating sustainable increases in market value over the long term (7-10 years.)

Acropolis Advisors knows that every company is unique, and no simple answers or cookie cutter approaches will suffice. We are armed with a deep arsenal of strategic concepts to draw upon, and we are experts at knowing which ones to apply. Notwithstanding the challenges of the current environment, this is an incredibly exciting time for companies with the right strategies to create positive, disruptive change for stakeholders.