



## **Innovation Catalyst**

Location: Boston

[www.imaginatik.com](http://www.imaginatik.com)

*Seeking catalyst of change who is passionate about the mental, operational, and emotional challenges of innovation. You'll work with major global brands to drive innovation, while enjoying the pace and action-orientation of a fast growing entrepreneurial firm.*

### **Background:**

Innovation is an imperative for today's organizations. The ability to adapt, evolve, and grow is now a prerequisite for remaining competitive and relevant in a fast-changing, multi-polar world.

But in many companies there is a gap between where the organization wants to be with respect to their innovation journey and the reality of where they are today.

At Imaginatik, we help each client develop lasting innovation capability — with the ultimate goal of building a better, stronger, more agile, and more competitive organization. We act as coaches, facilitators and trainers to transfer innovation expertise, build confidence, and drive repeatable innovation outcomes.

We recognize that innovation is a discipline, and like any other important business function (marketing, strategy, finance, etc.) it needs a commonly shared language, framework and set of tools to make it real. With organizational commitment, it can be learned, practiced and strengthened over time so that it becomes part of an organization's DNA. We enable this evolution of competency through customized programs, carefully tailored to the organization's state of innovation maturity, its culture and its goals.

Our work is highly charged, since our clients are putting their ideas – and their jobs – on the line to drive innovation in their organizations.

Our mission is to make innovation a sustainable reality for today's organizations.

### **Role and Responsibilities:**

We are looking for an Innovation Catalyst to join our Innovation Solutions team. This is a new role that entails working closely with clients as an innovation advisor and facilitator. In this role, you'll become a voice in the innovation industry and build your personal brand by establishing and growing relationships with innovation leaders at major companies, speaking at conferences, and producing thought leadership.

Your responsibilities will span three main areas:

## **Lead innovation consulting engagements from end to end (50%)**

You'll be responsible for helping clients set their overarching innovation strategies, roadmaps and tactical programs that translate into success. You'll start at the ambiguous front end of innovation management projects and shape them in a hands-on way. You'll work with several clients and projects simultaneously, and will lead delivery teams. You'll bring a strong front-of-the-room presence to your clients, since you'll facilitate in-person advisory and action sessions.

## **Manage and grow client relationships (20%)**

You'll establish and grow a solid trusted advisor role with your clients, becoming their go-to counsel for all matters of innovation.

## **Grow and mature Imaginatik's consulting business (30%)**

This can include:

- Traditional business development activities
- Strengthening Imaginatik's thought leadership by speaking and writing publicly on innovation
- Advancing the capabilities of our consulting practice, by proving out new methods and approaches

This position reports to Elisa O'Donnell, the VP of Innovation Solutions.

### **About You:**

We anticipate that your background will include 8-10 years of experience in leading hands-on projects that fundamentally change an organization, and that you will have the acumen to build and manage trusted client relationships.

You communicate visually and vividly to turn on light bulbs in people's heads. You are passionate about innovation, and embrace its messy, uncomfortable, and hands-on aspects. You can think strategically and can then laser in on the execution details to get things done. You are motivated to create long-lasting business relationships with even the most challenging customers, through empathy, insight, delivery, and service.

We're most impressed by people who have:

- Transformed or created a business or a category, by bringing a new product or service to life
- Worked in small startups or high-growth companies
- Sold and managed consulting engagements at the \$1M+ level
- Doubled or tripled the engagement size for clients
- Worked through the discomfort of the innovation process and come out on the other side successfully
- Studied in fields such as art, design, anthropology, psychology, or drama

## **About Imaginatik:**

Imaginatik is the Innovation as a Service Company that improves today's innovation giants, and creates tomorrow's innovation leaders. Our customers - Pfizer, Dow Chemical, Cargill, Whirlpool, Xerox, and many more – rely on our people, innovation know-how and innovation platform to achieve targeted innovation outcomes.

Founded in 1995 and based in Boston, we are a fast growing, entrepreneurial company of 40 people. We are on track to grow 40% this year. Many members of our consulting team were former clients. They were each so satisfied with the work and energized by the process that they decided to join Imaginatik full-time.

In place of bureaucracy, our culture is about autonomy and expectation for action and results. We're low-ego, self-motivated yet collaborative, and driven to delight clients. People who are successful at Imaginatik are a magnet for other people who want to work with and follow them.

## **Recent Projects:**

Recently, we've:

- Architected the global internal vision, process and capability for innovation at a major manufacturing firm.
- Executed an innovation challenge for a client, putting in place the technology and process to extract and act on ideas from the bowels of the company.
- Built a bridge enabling the internal functions within a company to collaborate in building their organization's innovation muscle. Specifically, we found a way to harness the disconnect between R&D and marketing, rather than be hampered by it.

## **Location:**

You will be based in Imaginatik's Boston office, which is a 5 minute walk from South Station.

## **Travel:**

This position entails 30-60% travel. Travel will be primarily within the US but will occasionally be international.

## **Interested?**

Interested? Contact:

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