



Job Description: Managing Principal

We are seeking an experienced **Managing Principal** to join our team and deliver innovative supply chain and business transformation solutions. In this role, you will play a critical part in designing solutions to specific client problems and driving process improvement initiatives. Managing Principals work both independently and in collaboration with senior leaders to ensure client success — leading client engagements, driving solution development, and providing subject matter expertise across industries. Experience in Operations, Manufacturing, Logistics, and Industrial Engineering environments is preferred.

What You'll Do

- Lead and participate in key consulting engagements, particularly those tied to strategic growth and client acquisition
- Collaborate with Business Development and Practice leadership to build pipeline, acquire new clients, and expand solution offerings
- Lead client relationship management, identifying new opportunities within existing accounts and ensuring long-term satisfaction
- Partner with the Managing Partner or Partner on strategic planning, budget development, compliance, and marketing initiatives
- Define and oversee performance management plans and career paths for consultants, ensuring staff development and retention
- Manage team attrition proactively while recruiting and developing new talent
- Support solution portfolio growth, collaborating with firm leaders to introduce capabilities aligned with market demand
- Represent the firm in both domestic and international engagements, traveling as required

What We're Looking For

- **Experience:** 10+ years of progressive leadership in consulting, delivery, and Supply Chain roles
- **Education:** Bachelor's degree in a relevant field (or equivalent experience), Master's degree preferred (or equivalent experience)
- **Background & Skills:**
 - Demonstrated understanding of operational environments and best practices and operational strategy development experience (operating model design, insource/outsource analysis, etc.)
 - Experience with enterprise systems and an understanding of commercially available systems capabilities (i.e. WMS, OMS, ERP)
 - Demonstrated success selling consulting services and/or leading transformation efforts
 - Hands-on experience in strategy, project management, operational assessment, organizational design, and change management



- Skilled at leading consulting teams and guiding organizations through complex transformations
- Strong business development skills with the ability to drive growth and expand client relationships
- Exceptional organizational, communication, and interpersonal skills

Professional Attributes

- Visionary leader with the ability to inspire teams and clients alike
- Trusted advisor capable of building long-term executive relationships
- Collaborative partner who actively supports company culture, values, and vision
- High degree of professionalism and adaptability in both domestic and international settings

Soft Skills

- Proven leadership and people management abilities.
- Strong communication skills to clearly articulate analysis/recommendations, facilitate site visits and/or client workshops, engage with client stakeholders, etc.
- Executive presence and demonstrated ability to interact with client leaders & sponsors
- Ability to represent the full breadth of company capabilities and stay aligned with project leadership messaging.
- Comfortable leading and directing project team members
- Identifies opportunities for expanded client engagement

To apply, [visit our careers page here](#). Select the United States office to make sure your resume and cover letter are routed properly.

About Argon & Co

Argon & Co is a global management consultancy specializing in supply chain strategy, transformation, and managed services. We partner with our clients to drive positive change by leveraging our deep knowledge across functional areas, industry expertise, and applying sophisticated analytics. Our world-class capabilities enable clients to unlock the full potential of their supply chains. We don't just create strategies and transformation plans—we immerse ourselves in the details of supply chains to ensure real, lasting benefits.

Our approach is hands-on: we work alongside our clients, roll up our sleeves, and deliver meaningful change that produces measurable, enduring results. With teams across North America, Europe, and Asia-Pacific, we help clients around the world reach their highest potential. You can find us on the web at argonandco.com/us.



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