



Maximize | Value. Opportunities. Outcomes.

## **MANAGING DIRECTOR – DETROIT OFFICE**

### **Job Summary**

DWH has a real passion for helping business succeed and maximizing value for all stakeholders. The mission of DWH is to be the preferred business advisory services firm in our market and we are currently seeking a Managing Director to lead those efforts for our Detroit office. The successful candidate will have on-going, trusted relationships with top influence throughout our markets and recognized for their ability to build lasting relationships through their professional network and previous client interactions. The Managing Director will be expected to drive commercially successful engagements, as well as being 'hands on' and active at the client site for the projects they manage. In addition, the firm expects the Managing Director to lead and develop team members, participate in firm development activities and develop intellectual property for the firm. Specifically, the roles and expectations are:

### **Leadership & Finance**

- Decision making that leads to value creation through maximizing net cash flow and minimizing risk.
- Coaching functional and team leads.
- Lead, manage, and participate in client service activities as appropriate.
- Alignment of strategies (target markets, competitive advantage, products & services, staffing.)

### **Marketing**

- Selling: Originating and selling engagements.
- Cross-serving: Involving & engaging multiple practice areas.
- Target: Contribute to company financial targets.
- Active referral base with on-going, high quality, revenue opportunities.
- Decision-making regarding pricing, service offering, and marketing strategy.

### **Operations**

- Recognized for distinctive, memorable client work.
- Deep industry expertise in one or more areas.
- Excellence in risk management and financial control.
- Ability to lead major/complex engagements and personally be involved in managing the delivery.

### **Firm Development**

- Serve as a great example by living the core values.

- Our Vision Statement: We believe that people matter and to make a difference in their lives DWH is committed to maximizing value, opportunities, and outcomes for all of our clients' stakeholders.
  - Golden Rule: Treat others as you would want to be treated.
  - Active in recruiting and staff development.
  - Active in contributing to internal functions such as committees, protocol development, etc.
  - Assume specific leadership roles within the company in addition to client engagements.
- Leadership roles include:
- Turnaround and Restructuring
  - Mergers and Acquisitions
  - Growth Management
  - Firm Administration
  - Strategic Marketing and Sales
  - Operations
  - Finance and Information
  - Family Business Advisor
  - Next Generation Business Development

### **Managing Director Compensation & Benefits:**

- Strong base salary (depending on skills & experience) with high bonus potential
- Equity opportunity with strong performance
- Great benefits including:
  - Health insurance
  - 401(k) program with employer match
  - Membership dues and fees
  - Reimbursed expenses

### **Hiring Preference**

Native American & Veteran Hiring Preferences will be applied.

DWH is committed to hiring and retaining a diverse workforce. We are proud to be an Equal Opportunity Employer making decisions without regard to race, color, religion, creed, sex, sexual orientation, gender identity, marital status, national origin, age, veteran status, disability, or any other protected class.

Qualified candidates please send resume to: [mking@dwhcorp.com](mailto:mking@dwhcorp.com)