

## **Director, Corporate Strategy - International**

### Summary

Level 3 Communications, with the recent acquisition of Global Crossing, has reached an inflection point in our network reach, global scale, and capabilities. With this new level of global scale we will need to re-examine many of our business processes to enable our organization to reach new levels of growth and performance. We are currently hiring a full time Director of Corporate Strategy - International, for our Broomfield office.

### Essential Duties

This person will work closely with Level 3's Executive Team to develop the processes and associated discipline in the areas of Strategic Planning, Performance Management, Strategic Competitive Intelligence, and Organizational Development.

### 1<sup>st</sup> Year Expectations

- Deploy Global Strategic Planning Process into International Operating units in Europe and Latin America for Level 3. Work with International Operating Units in the development and distillation of their multi-year Strategic Business Plan. Work with Corporate Finance to link and align International Operating Units Strategic Plan to their Annual Operating Plans.
- Deploy Comprehensive Management System for International Operating units for Level 3.
- Work with internal international clients to further develop their organizations capabilities (Product Management, Marketing, Service, Channel, etc)
- Lead Strategic Competitive SWOT Assessments for International Operating units to address specific business questions or refine our regional strategy in the areas of : product, service, sales force management, etc.
- As necessary perform strategic analysis (customer, competitor, technology, etc) to assist international operating units in understanding their strategic direction, evaluating potential alternatives, and selecting the most attractive path forward.
- Become a trusted advisor to the leadership team of Level 3

### Education and Experience

- Excellent verbal communications skills with experience communicating from a non-HQ location. Ability to break through cultural barriers to communication. Excellent active listening skills required.
- High emotional intelligence with ability to facilitate various personalities and conflicted points of view through to a committed resolution using data, facts, and analysis. Ability to know when to demonstrate patience and when to press through to a solution. Executive Presence required.
- Ability to indirectly influence colleagues at all levels and across functions in a highly collaborative style, while building strong working relationships
- Ability to communicate effectively and convincingly with C-level executives
- Proven capability to effectively manage, coach, and develop more junior team members
- International business experience in Europe and/or Latin America with emphasis on Strategic Planning functional experience in a large Global firm. Ability to frequently travel to these regions required.
- Experience in a role that has a direct reporting relationship with an executive for 2+ years with a focus on business performance improvement, process improvement, or business planning. (Ex: Strategic Planning, Chief of Staff, Finance Role, etc)
- Experience across a variety of functions beneficial (Strategy, Marketing, Product, Operations, Finance, Sales, Service, etc)
- Experience in a MBA rotational program at a B2B technology, industrial, or medical device company a plus
- Ability to synthesize information related to customers, products, competitors quickly and integrate into Strategic Planning; strong financial modeling a scenario planning skills required
- Extensive training and experience in strategic frameworks, business planning, process mapping, process improvement, and group facilitation

- 3-4 years of experience working at a top-tier Strategy Consulting firm on a variety of growth and strategy projects; MBA from top tier school preferred
- Business proficiency in Spanish and Portuguese a plus

If interested, please apply to:

<https://recruiting.level3.com/ENG/Candidates/default.cfm?szCategory=jobprofile&szOrderID=10004&szCandidateID=0&szSearchWords=&szReturnToSearch=1>