



**Ownership  
Works**

## Principal, Client Advisory Services

New York, NY

### To Apply

Please visit the [Application Portal here](#). Candidates are encouraged to apply as soon as possible. Due to volume, only those candidates considered for an interview will be contacted.

### About Ownership Works

Founded in 2021, Ownership Works (O.W.) is a fast-growing nonprofit organization with a mission to increase prosperity through shared ownership at work. O.W. helps companies and investors implement shared ownership programs that make every employee an owner and honor the collective effort behind a company's success. At scale, employee ownership can help millions of lower-income workers and people of color build savings and wealth, often for the first time, at businesses that are more dynamic, resilient, and successful.

O.W. has set an ambitious goal of creating at least \$20B of wealth for workers by 2030 and, over the long term, making broad-based employee ownership the new norm at work. To achieve these goals, O.W. has two areas of focus:

**Movement building.** Through partnerships, network-building, education, data, and storytelling, O.W. is building a movement to increase the adoption of shared ownership by private and public companies. Over 80 private equity firms, financial institutions, foundations, labor advocates, and pension funds have joined the O.W. consortium as Founding Partners and made unprecedented commitments to advance the shared ownership movement.

**Hands-on Guidance.** In collaboration with its Founding Partners, O.W. helps public and private companies implement broad-based employee ownership programs that improve corporate cultures, increase employee engagement and satisfaction, and create an alignment of interests between employees and employers, all of which can support better outcomes for companies and workers. Since O.W.'s founding, over 85 companies have implemented shared ownership programs, reaching over 100,000 workers.

In 2024, Ownership Works was certified as a [Great Place to Work](#).

For more about O.W.'s programs and impact, visit <https://ownershipworks.org>.

## About the Client Advisory Services Team

The Client Advisory Services (CAS) team provides best-in-class advisory services to top management teams at companies and private equity firms on strategy and execution of shared ownership programs. This includes helping companies to structure and implement optimal broad-based equity plans, develop a robust engagement and ownership culture, and increase employees' financial well-being.

In 2024, the organization will work with 30 private equity firms to support the implementation of shared ownership programs. The organization also supports public companies and family-owned businesses.

Ownership Works and its team members are:

- Results-oriented with a culture of humility and excellence.
- Pragmatic optimists who enjoy translating "big ideas" into actionable plans and results.
- Strategic, curious, diverse, and accountable.
- Incredibly fast-moving as we build and grow the organization.

## About the Position

Ownership Works is seeking a driven and mission-oriented management consultant to lead and manage engagements with private equity investors and private and public companies as they implement shared ownership programs. The Principal will drive the tempo of engagements, ensuring that companies are efficiently and effectively moving through the stages of structuring and implementing a shared ownership program. The successful candidate will have a passion for business transformation, social enterprise, value creation, and teamwork. This leader should have significant experience with client-facing project delivery, team leadership, and private equity value creation programs, as well as exceptional project management and interpersonal skills.

### Core Goal

Lead and project manage the day-to-day execution of client engagements, taking ownership of its end products. Help establish Ownership Works as a thoughtful, catalytic, value-added advisor to companies implementing shared ownership programs.

### What this position offers you

- A unique opportunity to impact the lives of many hard-working individuals while developing best-in-class management consulting capabilities and experience.
- An exceptional opportunity to help private equity funds and their portfolio companies transform their businesses and maximize shared value creation and shared wealth.
- Work alongside leaders and pioneers in the employee ownership field.
- A collaborative and people-centered organization with a team of highly talented colleagues who are passionate about making a positive impact in society and creating great places to work.
- Frequent feedback and coaching to help you achieve your career goals.

## Key Responsibilities

- Lead key relationships within Ownership Works' client portfolio.
- Lead teams to support investors and companies with structuring and implementing transformational ownership programs.
- Lead teams to develop the next generation of CAS methodology, content, tools, and analytics across (1) Structuring & Implementing Equity Plans; (2) Creating a Culture of High Engagement & Ownership; and (3) Financial Inclusion & Resilience.
- Provide ongoing professional skills development and coaching for team members.
- Work in close collaboration with Ownership Works' team of subject-matter experts and strategic partners across each vertical, including top-tier law, consulting, financial services, and accounting firms.
- Significantly contribute to the development of our practice and achieving our ambitious mission and growth targets.

## Preferred Skills & Qualifications

- Passion for social justice and the mission of Ownership Works; interest in becoming a subject matter expert in employee ownership.
- Track record of strong management consulting skills.
- Exceptional writing and verbal communication skills.
- Strong executive presence and relationship management skills.
- Effective presentation skills: ability to effectively articulate the O.W. value proposition to various stakeholders; skilled in adapting style and approach to disparate audiences.
- Comfortable with the realities of working at a startup nonprofit organization, including the need to be both strategic/planning-oriented and tactical/action-oriented to advance the mission in a fast-paced environment.
- Excellent people manager; excels at inspiring their team and leading by example.

## Minimum Qualifications\*

- B.A./B.S. required.
- Advanced graduate degree (e.g., MBA, MPA, etc.) required.
- 8+ years of job experience with 4-6 years of management consulting or private equity operating team.

\*At Ownership Works, we are dedicated to building a diverse and inclusive workplace, so if you're excited about this position but your experience doesn't precisely align with every qualification, we encourage you to still apply.

## **Equal Opportunity Employer**

Ownership Works is an Equal Opportunity Employer. Women, people of color, people with disabilities, LGBTQIA persons, and veterans are encouraged to apply.

## **Base Salary Compensation Range**

The compensation available for the role considers a variety of factors including but not limited to, work location, individual skill set, previous/applicable experience, and other business needs. The estimated salary range for individuals who work in New York City is \$215,000-\$230,000 plus an annual discretionary performance-based bonus.

## **Benefits**

Competitive compensation package commensurate with professional services sector experience. Benefits include excellent health, vision, and dental care benefits for you and your family, unlimited paid time off, 401(k) retirement plan with generous employer contributions, and 18 weeks fully paid parental leave.

## **Location**

O.W. is building a New York City-based team. The team works from our brand-new Midtown Manhattan office space two days per week.