



PUBLIC SECTOR PRACTICE

Senior Consultant, Public Sector AI & Transformation

Own the client work. Help people change how they work.

Help state agencies, cities, and counties put AI to practical use. Lead workshops and discovery, build adoption plans, test useful prototypes, and own the client relationship from workplan through the next opportunity.

Indianapolis metro

Full-time

Reports to A Partner

About 75 percent delivery and 25 percent growth within the accounts you serve. Partners own net-new pipeline.

What you will own

Facilitate useful sessions. Lead AI fluency and use-case workshops for front-line staff, agency leaders, and elected officials. Adapt the room and cohort design to the engagement.

Find the real work. Discover and prioritize department use cases. Explain when an idea does not justify further investment.

Make adoption visible. Equip internal champions, work with managers, address staff concerns, and measure whether working behavior changes.

Prototype to test a decision. Build practical demonstrations with approved AI tools, document workflows, and lightweight dashboards. Hand production engineering to the delivery team.

Guide policy and decisions. Draft AI-use policies, governance frameworks, and vendor evaluation criteria with the appropriate client stakeholders.

Own delivery and the account. Maintain scope, plans, risks, deadlines, and communications. Coordinate internal resources and identify renewal and expansion opportunities.

Improve the practice. Leave reusable workshop content, discovery methods, policy templates, or prototype patterns behind. Teach the team what you learn.



EXPERIENCE / OWNERSHIP / PROGRESS

Bring experience. Keep learning.

What we need from you

- Five or more years in consulting, transformation, IT leadership, or public-sector work with ownership of outcomes.
- Experience in government or another regulated environment, including procurement, budgets, records, and security review.
- Demonstrated facilitation, change adoption, engagement ownership, and account expansion.
- Daily hands-on use of AI tools; Microsoft 365 Copilot experience is relevant to the client environment.
- Technical fluency with identity, data governance, licensing, and integration.
- Direct writing and the judgment to raise a risk early.
- Based in or willing to relocate to the Indianapolis metro, with a valid driver's license and willingness to travel across Indiana.

What will help you stand out

- Indiana state or local government experience and relationships.
- Change-management training or certification.
- AI, data, or technology policy experience.
- Economic development, chamber, association, or public-speaking experience.

Your first 90 days

Days 1 to 30. Meet assigned stakeholders, learn the workshop content, shadow and co-deliver.

Days 31 to 60. Lead workshops and discovery, and take over standing touchpoints for two or three accounts.

Days 61 to 90. Own those accounts, workplans, reporting, and commercial conversations. Bring a credible expansion opportunity.



THE WORKING ARRANGEMENT

Own the client relationship.

Two or three days on-site with clients, primarily in Indiana. Remote work between client days. Regular driving and occasional overnight travel.

Success at twelve months

- Client renewals and sponsors willing to provide a reference.
- Measured adoption in at least two accounts.
- Independent workshop and department delivery.
- Expansion work scoped and carried through the commercial process.
- Reusable improvements adopted by the wider team.

Compensation and benefits

Base salary: \$135,000 to \$160,000, depending on experience.

The role includes a target incentive of 20 percent of base, split between account retention and expansion, guaranteed at target for the first two quarters.

Benefits include health coverage and a budget for tools and conferences. A potential profits interest grant at twelve months is subject to a separate decision and terms.

Your introduction

Start with your LinkedIn profile. Email it to Colin with the role title. No cover letter is needed for the first conversation. A resume is welcome if you prefer.

colin@bigimpactgroup.ai

For the conversation

- Describe a time you helped a resistant group change how they work. What did you do, and what would you change?
- What is the most useful thing you have built with an AI tool in the last six months?

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