



Senior Enterprise AI Consultant

Part-Time | Hybrid | Greater Boston

About TeamShield Group

TeamShield Group helps growing and mid-market organizations improve their technology environments through IT support, cybersecurity, compliance, and strategic technology advisory services.

We are growing our AI transformation practice focused on helping organizations identify, prioritize, and safely implement practical AI solutions. Our approach combines business strategy, operational improvement, technology implementation, cybersecurity, governance, and organizational adoption.

Position Summary

The Senior Enterprise AI Consultant is a client-facing role responsible for supporting both pre-sales and delivery across TeamShield Group's AI transformation practice. The primary focus is helping mid-market clients (typically organizations with 100 to 2,500 employees) develop practical AI strategies and move toward implementation.

The right candidate is a skilled consultant who can earn a client's trust quickly, run a credible advisory engagement independently, and hand off to technical delivery resources with well-defined scope and clear expectations.

Key Responsibilities

Client Engagement and Pre-Sales

- Participate in prospect conversations and executive discovery sessions.
- Help articulate TeamShield Group's AI advisory approach to prospective clients.
- Support scoping, proposal development, and commercial framing for engagements.
- Build credibility quickly with business executives and technology stakeholders.

Advisory Delivery

- Lead executive AI workshops and stakeholder interviews.
- Facilitate cross-functional sessions with leadership, operations, IT, finance, and compliance.
- Identify and prioritize AI and automation opportunities based on business value, feasibility, and risk.
- Develop executive findings reports, opportunity portfolios, roadmaps, and use-case briefs.
- Present recommendations to executive teams, boards, and steering committees.

Pilot Design and Implementation

- Define business objectives, success metrics, scope, data requirements, and governance guardrails for AI pilots.
- Design solution approaches and translate concepts into well-structured requirements for technical delivery teams.
- Speak credibly about RAG architectures, AI agents, and automation workflows — at the level needed to scope, set expectations, and identify risks.
- Evaluate pilot results and recommend whether to scale, modify, or discontinue.

Governance and Adoption

- Help clients develop practical AI governance structures and acceptable-use policies.
- Address confidentiality, privacy, data retention, vendor risk, and access control requirements.
- Assess organizational readiness and identify change management needs.
- Position governance as an enabler of responsible adoption, not an obstacle.

Areas Covered in Client Engagements

The Senior Enterprise AI Consultant must be fluent across the topics clients regularly surface:

- Model and Platform Selection
- Cost Modeling and Tokenomics
- Evaluating Vendor AI Offering
- Build vs. Buy vs. Configure
- Data Readiness and Quality
- Security, Privacy, and Data Residency
- Reliability, Hallucination, and Human Oversight
- Prompt Engineering and Prompt Management
- Evaluating Performance (Evals)
- Agentic AI and Autonomous Workflows
- Regulatory and Compliance Exposure

Required Qualifications

- A. 8–12+ years in management consulting, technology advisory, or digital transformation, with a meaningful portion in client-facing roles spanning both pre-sales and delivery.
- B. Demonstrated ability to lead discovery conversations, scope engagements, and co-develop proposals, not just deliver after a deal is signed.
- C. Experience advising SMB and mid-market organizations (100–2,500 employees). Understands the budget constraints, IT maturity gaps, and change capacity limitations that define this market.
- D. Deep, demonstrable expertise with Claude, including claude.ai, Claude for Work/Enterprise, and API-level capabilities. Must be capable of speaking with more authority on Claude's capabilities, limitations, and practical applications than a well-informed client. Fluency with prompt design, context management, and real-world deployment patterns is expected.
- E. Broad hands-on familiarity with other leading AI platforms: ChatGPT Enterprise, Microsoft 365 Copilot and Copilot Studio, Azure OpenAI Service, and workflow automation tools (Power Automate, Make, Zapier, or equivalent).
- F. Able to discuss RAG architectures, AI agents, and knowledge assistants credibly with both business and technical stakeholders, at the level required to define scope, set expectations, and identify risks, not to build them.
- G. Skilled at designing and facilitating executive workshops. Can hold the room with a CFO, an operations lead, and a skeptical IT director at once.
- H. Experience translating business problems into scoped AI use cases with defined success metrics, data requirements, and governance guardrails and handing them off cleanly to technical delivery resources.
- I. Strong independent writing ability. Expected to produce executive-ready deliverables without heavy editing.
- J. Working knowledge of AI governance, responsible AI, data privacy, and acceptable-use policy design.
- K. Comfortable operating across the full engagement lifecycle: from prospect conversation and proposal through advisory delivery.
- L. Existing relationships with AI engineers, automation developers, or data specialists.

Engagement Structure

This position starts as a part-time consulting engagement. The right candidate will have meaningful availability to support active client engagements and collaborate regularly with TeamShield leadership, while maintaining flexibility around their existing work. This role is expected to evolve into a full-time position for the right person.

Location

Hybrid, in Greater Boston. Some in-person client engagement is expected. Candidates located elsewhere are not being considered at this time.

Compensation

Compensation will be based on experience, availability, and expected client-delivery responsibilities.

Application Information

Interested candidates should email careers@teamshieldgroup.com, with subject "SEAIC Application: <your name>". Please include:

- A résumé or LinkedIn profile.
- A short description of relevant AI transformation and consulting experience.
- Examples of executive workshops, assessments, roadmaps, or pilots they have led.
- A description of their role in moving an AI initiative from strategy to a defined implementation plan.