



Job Description – Solutions Director (Artificial Intelligence & Data)

Location: Brussels

Department: Solutions – AI & Data

Do you want to start an ambitious and challenging career?
Would you like to work in an exciting and fun environment?
Do you thrive in work environments that push you to be your best?

Join us at the forefront of the future of work, where Artificial Intelligence and Data are reshaping industries, redefining decision-making, and creating limitless opportunities. At

Taleo Consulting, you won't just be part of the change—you will help drive it.

Taleo Consulting is a management consulting group with offices in Luxembourg, Paris, Brussels, Amsterdam, Geneva, Zurich, Barcelona, Singapore, and Lisbon.

As a young and growing company, we now count over 500 employees across our 9 international offices! Our activities are primarily focused in finance, life science, retail, and energy.

What will you do?

As a **Solutions Director in Artificial Intelligence & Data**, you will play a **strategic role in shaping the work of the future** by leading and expanding Taleo's solutions offering in the AI and Data domain. You will act as the reference expert in your field, combining strong technical expertise with commercial leadership to ensure both client success and Taleo's market growth.

This role requires proven experience in technology leadership, business development, and people management. You will be responsible for shaping Taleo's AI/Data solutions strategy, guiding consultants, and building trusted partnerships with clients.

Key Responsibilities

Expertise & Market Reference

- Bring **extensive knowledge and expertise** in Artificial Intelligence / Data (10+ years in the field)
- Act as the **reference point** for AI/Data within Taleo and the wider market.
- Understand **market trends** and translate them into concrete solutions for clients.
- Ensure a **minimum performance target of 140 client-facing working days per year**.

Business Development & Client Engagement

- Lead the **commercial development** of Taleo's AI/Data solution offering.
- Proactively **contact and meet clients** in your market area.



- Assess and **understand client needs**, providing tailored solutions to address their challenges.
- Present Taleo's **best-fit candidates and solutions** in qualification meetings.
- Support recruitment by validating candidate profiles.
- Maintain and grow **long-term client partnerships**, building trusted business relationships.
- Collect and validate **client feedback** on project delivery and ensure high satisfaction.
- Guarantee that **CRM data (clients & candidates)** is accurate and up to date.

Consultant & Solution Management

- **Onboard consultants** into your solution practice and follow up with them through regular calls/meetings.
- Ensure consultants are **aligned, supported, and up to date** with client expectations.
- Facilitate **regular exchanges** between consultants, Taleo managers, and clients.
- Contribute actively to the **development of Taleo's AI/Data offers**.

Internal Engagement

- Actively participate in **Taleo's internal life**: trainings, events, communication, and knowledge-sharing initiatives.
- Respect all **internal processes and deadlines** (timesheets, project feedback, etc.).
- Promote and **model Taleo's values** and collective processes.

Leadership & Mindset

- Demonstrate **excellent communication & presentation skills**.
- Show a **positive, trusted, and pragmatic attitude** with the ability to take a step back.
- Foster a **learning spirit** and encourage continuous development within the team.
- Exhibit **leadership and entrepreneurial drive**, inspiring consultants and colleagues.
- Act as a **Taleo ambassador at group level**.

Key Qualifications

- Master's degree in Computer Science, Data Science, Artificial Intelligence, or related field.
- Proven **10+ years of experience** in AI, Data, or related technology domain
- Strong **commercial acumen** and proven track record in **business development**.
- Excellent **stakeholder management skills** with C-level and operational decision-makers.
- Experience in **leading teams and mentoring consultants**.
- Strong **analytical and problem-solving mindset**.
- Hands-on experience with generative AI technologies such as ChatGPT, Gemini, and other cutting-edge LLMs
- Fluent in English; French or Dutch is a strong asset.



Why should you join us?

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- A unique opportunity to shape **the work of the future** through Taleo's AI/Data solutions strategy in Brussels
- A dynamic, entrepreneurial, and collaborative work environment
- Continuous learning and career development opportunities
- The chance to influence the **future of AI/Data solutions** within a growing consulting group

You will be part of a talented and dynamic team! You will be able to benefit from career advancement and have the possibility to develop international and long-lasting work relationships.

If these words resonate with you and you identify with this description, send us your CV! We will be delighted to meet you.

