Leadership & Management

- Accountable for managing a team of people, setting direction and deploying resources; typically responsible for performance evaluation, pay reviews, and hire/fire decisions

- Results are primarily achieved through the work of others and typically depend on the manager’s ability to influence and negotiate with parts of the organization where formal authority is not held

- Progression through career levels reflect acquisition of broad technical expertise, business and industry knowledge, and process and people leadership capabilities

Example of Leadership & Management Jobs:
Assistant Vice President of Marketing, Executive Director of Business Operations, Accounting Manager, Supervisor of Customer Service