

## **SATOV Job Posting: Manager**

SATOV is a growing management consulting firm based in Toronto. The firm was founded in 2002 and is recognized as the leading boutique strategy consultancy in Canada. Our work spans corporate strategy, operations and implementation. In addition to a group of recurring corporate clients, we have a growing Private Equity practice with funds in Canada and the United States.

The SATOV value proposition is based on providing top-tier expertise with an approach and fee base that is palatable to consulting-averse leaders. We serve senior leaders in a variety of sectors with specific depth of expertise in retail, consumer goods and services, financial services, business services and healthcare. We also help Private Equity professionals maximize returns by conducting commercial diligence at acquisition and then assisting in value creation in their portfolio.

Our internal culture is intense and performance-driven but also close-knit and familial. Employees of all levels work together very closely on projects. The leadership of the firm aims to be very transparent with the strategy and operations of the firm. The team is expected to participate frequently in business development and other firm-building activities.

Our clients include Ontario Teachers' Private Capital, TorQuest Partners, Loyalty One, Cossette Communications, Birch Hill Equity Partners, the Home Capital Group and many others.

### **Manager Role:**

As a manager, your primary job will be to will lead the execution of client projects. Working closely with one of the partners you will actively drive the work product as well as the process of executing our mandates.

Off the case, managers are expected to have an active role in building relationships with clients, selling projects, building knowledge and mentoring more junior staff.

Below are the qualifications for the manager role, which are all important. More important, however, than any of the specific requirements is cultural fit. SATOV is a unique place and not all are suited to our culture. To be a leader here you must be able to demonstrate analytical brilliance in a way that is collaborative with our clients, and never arrogant. You must be able to drive projects with intensity, while also being a compassionate and thoughtful mentor. If you think you have that unique combination of skills please get in touch with us.

### **Qualifications:**

- 5+ years of experience in a well-known management consulting firm
- Bachelor's degree from a top-tier university with an outstanding academic record
- Proven record of high performance in previous roles
- Functional knowledge, including corporate strategy, customer strategy and ideally some operations as well
- Exceptional analytical abilities (will be tested as part of the recruiting process)
- Demonstrated ability to manage teams, clients and other stakeholders
- Strong communication skills
- Entrepreneurial mindset