

SATOV Job Posting: Manager/Senior Consultant

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 growth strategy, operational excellence and M&A advisory. 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 consumer goods, loyalty and retail, specialty manufacturing, business and professional services, consumer and home services, financial 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.

Role:

Your primary job will be to 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.

As a member of a smaller firm there is a lot of opportunity for a new manager to progress quickly. We are looking for someone who wants to grow the role and invest the time and energy into building the firm.

We are also open to an experienced consultant who is eager to advance and may be ready to move into the manager role in the next year.

Qualifications:

- 3-5+ 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
- Sales focused mindsight and skills
- Strong communication skills
- Entrepreneurial mindset