

SATOV Job Posting: Experienced 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 have a particular focus in helping 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:

Consultants will work under the guidance of a manager or partner, to define and crack tough business problems for our clients through research, modeling, analysis, and process management.

We promote a hands-on approach; consultants at all levels participate in the analysis and recommendation development phase leading to client presentations. We like to involve many in managing client relationships. Consultants will work within the case team to deliver recommendations and support beyond client expectations.

Below are the qualifications for the senior consultant 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 future 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 compassionate and thoughtful. If you think you have that unique combination of skills, please get in touch with us.

We are looking for someone who wants to grow the role and invest the time and energy into helping to build the firm.

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
- Strong communication skills
- Entrepreneurial mindset