

SATOV Job Posting: Manager

SATOV is a growing management consulting firm based in Toronto. Founded in 2002, the firm 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 strong and growing private equity practice with funds in Canada and the United States.

The SATOV value proposition is based on providing top-tier expertise with a practical edge: advice is valuable, but help is better. Our approach and fee base are designed to be more palatable to consulting-averse leaders. We serve senior leaders in a variety of sectors, with a specific depth of expertise in consumer goods, loyalty and retail, health care, financial services and business and professional services. We help private equity professionals maximize returns by conducting commercial diligence at acquisition and then helping create value in their portfolios.

Our internal culture is intense and performance-driven, but also close-knit and familial. Employees at all levels work together very closely on projects. The leadership of the firm is transparent about the strategy and operations of the firm. Team members are 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 fulfilling our mandates.

Outside of specific projects, you will have an active role in building relationships with clients, selling projects, building knowledge and mentoring junior staff.

The qualifications for the manager role listed below are all important; more important, however, than any of them is cultural fit. SATOV is a unique place, and not everyone is suited to our culture. To be a leader here, you must be able to demonstrate analytical brilliance while collaborating actively with clients, and never appearing arrogant or superior. You must be able to drive projects with intensity and get the job done, while also being a compassionate and thoughtful mentor. If you think you have this special combination of skills, please get in touch with us.

As a manager in a smaller firm, you will enjoy many opportunities to progress quickly. We are looking for someone who wants to grow into a partnership role, with both equity participation and a significant role in building the firm.

Qualifications:

- Five-plus 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 mindset and skills
- Strong communication skills
- Entrepreneurial mindset
- Advanced degree is an asset