

## JOB DESCRIPTION

### Designation

Manager – Business Advisory

### About the company

Spade Consulting Pte Ltd is global corporate finance and strategic advisory firm headquartered in Singapore working on strategic planning, corporate strategy, growth strategy, market research, financial restructuring, investor relations and valuations. The focus of the firm is to help clients grow their business by solving their core business issues powered by insights derived from a fact-based, structured problem solving approach.

The mission of the company is to bring out the best for each business, through a flexible and personalized client experience. The value proposition is that it helps clients implement the recommended strategic course.

### Job Purpose:

This is an individual contributor role. Responsibilities will range from business development to assisting clients with strategic insights to help in decision making, either in a project management capacity or by supporting specific work-streams or deliverables. He / She will be expected to supervise junior members of the team and to work closely with the senior and client to understand and formalise required end deliverables within a defined timeframe.

### Key Responsibilities:

1. Generate new business by identifying new opportunities in Energy, Infrastructure, Maritime and new age industries of digital, blockchain and fintech
2. Delivery of Revenue on client engagements by independently leading projects on end-to-end delivery
3. Manage business leads, proposals and multiple projects effectively.
4. Negotiate fees and other terms of engagement
5. Monitor billing/ Fee collection using billing reports
6. Handle development and publication of Thought Leaderships papers and marketing collaterals
7. Counsel project teams and individuals (via defining and implementing developmental plans) which will result in meeting future needs of the firm.
8. Contribute to implementing and enhancing the firms policies and procedures for knowledge management and management for the firm's intellectual capital
9. Act promptly to rectify and repair any risk to the firm or its clients in relation to intellectual capital

Spade Consulting Pte. Ltd.

• Level 28, The Gateway East, 152 Beach Road, Singapore 189721 • [www.spadeconsult.com](http://www.spadeconsult.com) •



**Education/Professional qualifications:**

1. BE/B. Tech and MBA from Tier-1 institutes with 8-10 years of experience preferably in management consulting space
2. Industry exposure – Energy, Infrastructure and maritime

**The Requisites:**

1. Business development & client delivery experience in Strategy & Operations mandatory across sector/industry
2. Experience in leading and managing largely Strategy projects with some experience in operations & business transformation projects in a consulting role
3. Experience of advising family owned businesses, & conglomerates in energy, infrastructure and maritime on market entry, growth & diversification strategy, business performance improvement, customer strategy, channel strategy and other strategic areas
4. Experience in conducting market assessment, landscape analysis, strategy synthesis, competitive analysis, developing business plans & financial models.
5. The individual should have worked & interacted with CXO suite independently to convert and deliver projects
6. Superior oral and written communication skills with the ability to work in high pressure environments and in high performing teams.
7. Excellent interpersonal skills with ability to manage multiple stake holders

Remuneration will be commensurate with qualifications and working experience.

Qualified and interested candidates should email their resume to [info@spadeconsult.com](mailto:info@spadeconsult.com).