

# Engagement Manager

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## You are

- Looking for a new challenge, where you will be expected to adapt to many client environments and build expertise in consulting skills that relate to strategy, organization, technology and processes
- Curious, you consistently ask “why”, and challenge status quo rather than taking things on face value – truly a critical thinker
- Dedicated to quality and strive to produce the best work you can, arguably your own worst critic
- Enthusiastic about working with people from all backgrounds and enjoy communicating your insights in small and large group settings
- Comfortable with ambiguity, able to move forward even though you may not have all the information
- Poised and articulate, able to interact with front-line staff and the executive office
- Creative and literate, a master wordsmith, able to write compelling proposals and reports
- Entrepreneurial and organized-keen to support the growth of a management consulting firm

## Desired capabilities

- Between 5 to 8 years into a consulting career with the majority of that time as a management consultant
- Experienced at managing engagement teams and acting as a point of contact for clients in a consulting context
- Educated (masters or undergraduate) in business, economics, political science, philosophy or other relevant discipline
- Informed on common business practices in Canada’s public sector, specifically, at the provincial and municipal levels
- A strong work ethic and dedication to grow in a professional services environment
- Excellent at using common Microsoft applications to analyze data and present your findings clearly

## The job is

- Shaping and directing engagement work, including guiding, mentoring and developing professional staff
- Working with clients to analyze aspects of their current operations and provide recommendations on cost reduction strategies, improving performance and reducing risk
- Having an active voice within the team and involved in all aspects of consulting; finding work, winning work and delivering work
  - Supporting the business development effort, whether formal proposals or marketing materials
  - Being primarily responsible for delivering client engagements, involved in all aspects of the work
  - Contributing to thought leadership and opinion papers
  - Developing your skills to better assist clients, capturing your experiences and knowledge to build the firms knowledgebase and tools

## We are

- A boutique management consulting firm, dedicated to producing the highest quality of insight for our clients
- Growing and seeking consultants with the right combination of intellect, personality and drive
- Different from other consulting firms, both in what we say and what we do, which we represent in our principles – clarity, insight, professionalism
- Focused on providing advisory services to help our clients through significant change, whether that is setting a new strategic direction or improving operations to better deliver the current strategy
  - Recent examples of our client engagements include; strategic planning, process improvement, organizational diagnosis, service delivery reviews and IT assessments

Please submit your resume at [info@blacklineconsulting.ca](mailto:info@blacklineconsulting.ca)