

# Engagement Manager – Job Description

## We are

- A boutique management consulting firm looking to expand our presence
- 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

## The job is

- Shaping and directing management consulting engagements, including guiding, mentoring and developing professional staff
- Working with clients to analyze all aspects of their current operations and provide recommendations on cost reduction strategies, improving performance and reducing risk
- Going beyond just delivering and supporting our efforts at finding work and winning work, including:
  - Supporting the business development effort, whether formal proposals or marketing materials
  - Contributing to thought leadership and opinion papers
- Having an active voice within the team, being able to input on the direction, approach and priorities
- Developing your skills to better assist clients, capturing your experiences and knowledge to build the firms knowledgebase and tools

## You are

- Looking for a new challenge, where you will be pushed produce the highest quality work and deliver insights our clients require to improve their operations
- Enthusiastic about working with public sector clients as they undergo a period of substantial transformation
- Comfortable with ambiguity, able to move forward even though you may not have all the information
- Curious, constantly asking “why” and challenging the status quo rather than taking things at face value – truly a critical thinker
- Poised and articulate, able to interact from front-line staff to the executive office, in small groups or large workshops
- Informed about current affairs and common business practices in Canada

## Desired capabilities

- Educated (masters or undergraduate) in business, economics, political science, philosophy, or data analytics
- 5+ years' work experience, ideally in management consulting
- Entrepreneurial with a strong work ethic and a desire to help grow a management consulting firm
- Creative and literate, a master wordsmith, able to write compelling proposals and reports
- Commitment and passion for public service - helping leaders make a difference
- A strong work ethic and dedication to grow in a professional services environment
- Excellent at using common Microsoft (Excel, PowerPoint) to analyze data and present your findings clearly

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