

# ASSOCIATE CONSULTANT

WISE Consultancy is looking to hire a full-time **Associate Consultant** for their **regional offices** in **Karachi, Pakistan**.

## Who We Are

WISE Consultancy is an advisory firm headquartered in Doha, Qatar. We partner with leaders to accelerate growth, build businesses and organizations and nurture young talent. Our teams of experienced and multilingual consultants have deep knowledge in the local and international markets, with 75 years of combined banking, consulting, and investment experience in Qatar. At WISE Consultancy, we provide a range of services relating to Strategic Business Advisory, Franchising, M&A support, Financial Advisory and Government Advisory. Together, these services and our talented professionals help address clients' strategic needs in terms of growth, performance and governance. Our unique philosophy and passion are combined with a strong work ethic and extensive knowledge of the commercial industry. This has made us essential for both our partners and our valued customers. For more information, visit [www.consult-wise.com](http://www.consult-wise.com)

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## The Role and Responsibilities

Collaborate with senior consultants, managers and directors to provide data-driven and analysis-rich deliverables deriving strategic insights as per the client requirements. The consultant is expected to work on Feasibility Analysis, Market Research and Business Advisory projects across industry verticals. The role involves a high degree of client engagement and requires strong analytical and project management skills. You will be required to assist in business development activities. Associate Consultants provide the core of the analysis that helps WISE provides fact-based strategic and tactical insights to its clients. You will be required to conduct in-depth secondary research and primary research, apply analysis techniques and derive insights. Your role will require that you independently manage small to mid-value engagements; primarily related to feasibility study and business plan development or Valuation assignments. This position will be based out of **Pakistan** (remote working) and may involve business travel within the GCC region.

## Primary Responsibilities

- ✓ Support the project manager/ Director with understanding client requirements, problem definition, designing the project approach, recommendations, etc.
- ✓ Demonstrate good understanding of the practice area (Government/ Corporate) and understand business needs and potential
- ✓ Conduct extensive market/industry research (both primary and secondary)
- ✓ Analyze data to extract insights and identify patterns (qualitative as well as quantitative)
- ✓ Develop proxies and triangulations for difficult-to-get data points (such as revenue forecast data, market size numbers for niche industry segments, etc.)
- ✓ Analyze findings for relevant trends, patterns and insights and apply them to help the team arrive at solutions/ recommendations
- ✓ Develop detailed **financial models**, **financial feasibilities**, and business rating models
- ✓ Constructs detailed financial models to evaluate opportunities, analyse transactions, perform sensitivities, calculate performance ratios and value companies
- ✓ Provides transactional support in completing transactions, i.e. modelling, documentation, valuation reports, call reports, memorandums etc

- ✓ Assists in due-diligence for evaluating target companies budgets, financial and operational guidelines, capital expenditure programmes, taxation issues, litigation, restructurings, reorganisations, human resources and other areas
- ✓ Assists with the principal investments / IB strategy recommendations and contribute to ongoing discussions by providing well-researched and articulated analysisTake complete ownership of the work assigned and monitor work for junior resources assigned on projects
- ✓ Produce output in the form of Power Point, Excel, Word, MS project, Visio, etc
- ✓ Support in project presentation to clients
- ✓ Proactively provide support for internal initiatives
- ✓ Provide required support for business development activities in terms of concept papers, approach notes, white papers, proposals, etc.

#### Required Skills & Personal Attributes

- ✓ A passion for Research, Analysis and Advisory work and is looking to build a career in management consulting with a fast-growing firm
- ✓ Possess excellent inter-personal and communication skills as all projects typically have a significant amount of management interaction as well as primary research
- ✓ Detail-oriented with high standards for business writing & visual representation of information
- ✓ Good research, analytical, and numerical skills (business & financial)
- ✓ Logical thought process to think through a problem and develop solutions; at the same time be creative and find out of box solutions/ ideas
- ✓ Synthesize research findings / trends intelligently into sharp, focused insights and strategic recommendations
- ✓ High degree of proficiency in MS Office Suite (PowerPoint, Word, Excel, MS Project, Visio etc.)
- ✓ Good experience with financial modeling and data analysis using MS Excel, including clarity of concepts and ability to build cash flows, P&L, and balance sheets
- ✓ The ability to work under pressure, meet deadlines and multi-task in a fast paced environment
- ✓ Take complete ownership of the projects/ project modules assigned as well as guide business analysts and interns on research and analysis techniques (as applicable); manage and deliver projects independently
- ✓ Self-driven with a high level of motivation and energy; a strong 'can do' attitude; ability and willingness to work in a dynamic set-up with maturity and flexibility
- ✓ Ability to pro-actively identify ways to contribute to WISE Consultancy's goals and mission

#### Preferred Experience and Education Background

- ✓ Ideally 5-8 years of total experience with a **minimum of 5 years in Management Consulting** (Strategy consulting (major area of expertise) **or Investment banking in a notable firm**)
- ✓ Preferred to have some experience in working with the Government sector
- ✓ Bachelor's degree (Engineering/ Commerce/ Economics) from a top-tier university; with an MBA from a reputed university
- ✓ CFA or FRM or other professional market experience is desired
- ✓ Excellent communication skills in **English** (verbal and written)
- ✓ **Available for local hiring in Karachi**

Interested candidates are requested to send their updated resumes at [Ikinfo@consult-wise.com](mailto:Ikinfo@consult-wise.com), keeping [rjain@consult-wise.com](mailto:rjain@consult-wise.com) in cc. Please mention the 'Position Title' applied for in the subject line