

Job Description

The CEO is responsible for overseeing all operations and business activities of the boutique management consultancy in order to deliver agreed financial and business KPIs to the owners. As the top executive, the CEO provides leadership and strategic vision for the company, manages relationships with key clients, and drives growth and profitability.

Key Responsibilities

- Delivery of financial and business goals to the share-holders.
- Develop and implement the overall business strategy and vision for the consultancy. Set performance goals across all business units.
- Lead and motivate the senior management team. Provide coaching and mentoring to develop top talent.
- Oversee client relationships and business development. Secure and maintain key client accounts.
- Drive operational excellence, productivity, and efficiency across the organization.
- Manage financial and risk management activities to maintain profitability and growth. Oversee budgets, forecasts, and capital allocation.
- Represent the consultancy externally and build relationships with business partners, industry groups, and the community.
- Keep up to date with industry trends, competitive landscape, and new technologies impacting the consultancy services and operations.
- Foster an ethical, high-performance culture centred on client service and teamwork.

Critical Skills and Competencies

- Strategic thinking and business acumen. Ability to analyse market forces and trends.
- Strong leadership skills and executive presence. Skilled at leading cross-functional teams.
- Excellent communication, presentation, and negotiation abilities.
- Financial management expertise. Knowledge of financial reporting and metrics.
- Strong analytical and problem-solving skills.
- Experience overseeing mergers, acquisitions, and integration of new business units.
- Knowledge of consultancy operations, project delivery, and talent management.
- Unwavering commitment to ethics, integrity, and corporate governance best practices.

Key Qualifications

- Bachelor's degree in Business, Finance, or related field. An MBA or equivalent is preferred.
- Minimum of 10 years of senior management experience, preferably in a consultancy environment.
- Proven track record of successfully leading and growing a company.
- Strong understanding of the management consultancy industry and its challenges.
- Exceptional leadership, communication, and interpersonal skills.
- Demonstrated experience in M&A transactions, including due diligence, negotiation, and integration.
- Ability to work closely with company owners and Board of Directors.

- Strong analytical, critical thinking, and problem-solving skills.

Personal Attributes

- Visionary leader with the ability to inspire and motivate teams.
- Ethical and trustworthy, with high professional standards.
- Adaptable and resilient in the face of challenges.
- Collaborative mindset with a focus on building strong relationships both internally and externally.