

# QUINLAN & ASSOCIATES

## SENIOR CONSULTANT / ASSOCIATE / SENIOR ASSOCIATE

An exciting opportunity exists at Quinlan & Associates, a leading independent strategy consulting firm specialising in the financial services industry.

We are looking to hire a number of full-time Senior Consultants / Associates / Senior Associates, with between two to six years of relevant experience, to assist with the company's rapid growth trajectory and support our strong project pipeline in 2022.

### RESPONSIBILITIES

Your time will be spent on the following:

- **Projects:** serving as a key team member on a wide spectrum of consulting projects
- **Thought Leadership:** supporting the production of industry thought leadership reports
- **Business Development:** producing client-ready marketing material and project pitches

On a daily basis, you will focus on conducting detailed analysis, as well as a combination of primary and secondary research. Your key responsibilities will include:

- Analysis, interpretation, and synthesis of industry and market data
- Detailed competitor analysis and benchmarking
- Organisational case studies and deep-dives
- Research on policy and regulatory developments in our key focus industries
- Development of detailed financial models and forecasts
- Interviews / liaisons with key internal and external stakeholders (including primary research and survey design)
- Preparation of final client project deliverables, together with presentations to clients
- Provision of support to Partners on project proposals, thought leadership reports, and client presentations, on an ad hoc basis

## WHAT WE LOOK FOR

You will be an experienced consultant with two to six years of experience in management consulting / corporate strategy (i.e. Big 4, MBB, boutique, internal corporate strategy), having focused on delivering large-scale and complex strategic projects. In addition, you will have:

- Proven strategy project experience in the financial services industry
- Experience in one or more the following projects: corporate strategy development, new market entry, M&A strategy, strategic / commercial due diligence, organisational data strategy, new product development, digital transformation, process re-engineering, operating model development, regulatory strategy
- Experience working with clients in one or more of the following industries: investment / retail / commercial / corporate banking, asset management, market infrastructure, brokerages, insurance companies, payments / wallets / remittances, virtual / digital banking, online lending, crypto / digital assets, e-commerce, InsurTech, RegTech, WealthTech
- A sound understanding of financial and economic concepts, coupled with a sound knowledge of current industry trends
- An outstanding academic track record from a top-tier university (i.e. 2:1 / upper second class honours or higher as a minimum)
- Strong problem-solving and lateral thinking skills
- Robust quantitative skills and the ability to work with large volumes of data
- A proactive attitude with the capacity to work independently and as part of a team
- Outstanding written and verbal communication skills
- Native fluency in English (both written and verbal)
- Excellent Microsoft Office skills (especially MS Excel and PowerPoint)
- An unmatched hunger to learn with a strong ownership mindset
- A good sense of humour
- The ability to work in Hong Kong

Please note that proficiency in Chinese (both Mandarin and Cantonese) is preferred but not required.

## WHAT WE OFFER

We offer our Consultants comprehensive on-the-job training, mentorship by senior finance and strategy professionals, and unmatched exposure to the world of management consulting.

We provide our employees with a challenging and stimulating career and the chance to work alongside a diverse array of innovative clients across a variety of industries and markets.

Most importantly, we pride ourselves on our unique company culture built around a collaborative, innovative, and fun working environment.

Some of the benefits we offer include:

- **Salary:** competitive
- **Bonus:** highly competitive annual bonus (discretionary)
- **Benefits:** comprehensive medical insurance
- **Company Perks:** flexible working arrangements, annual birthday leave, company sponsored lunches / drinks

## WHO WE ARE

Quinlan & Associates is a leading independent strategy consulting firm specialising in the financial services industry.

We are the first firm to offer end-to-end strategy consulting services. From strategy formulation to execution, to ongoing reporting, communications, and corporate training, we translate cutting-edge strategic advice into commercially executable solutions.

With our team of top-tier financial service and strategy consulting professionals and our global network of alliance partners, Quinlan & Associates gives its clients the most up-to-date industry insights from around the world, putting them an essential step ahead of their competitors.

Quinlan & Associates. **Strategy with a Difference.**

## HOW TO APPLY

You can apply to the role by via the following link:

<https://www.quinlanandassociates.com/job-application/>

### Required Documents:

- C.V.
- Cover letter
- Official Academic Transcript (unofficial or incomplete transcripts will not be considered)

### Optional Document:

- Any additional references, qualifications, or test scores (e.g. CFA, CAIA, FRM, etc.)