

CONSULTANT, SINGAPORE AND MILAN

Innovarte is a boutique consulting firm serving high performance material and specialty chemical industries and their value chains. Innovarte has been rapidly growing since its inception in 2017. To support our growth in the coming years, we are looking for experienced Consultants to join our team globally. Find out more at www.innovarte.com.sg

JOB DESCRIPTION

- Lead or participate in strategy or business development consulting missions.
- Support in building and leveraging relationships with clients to identify, respond to and convert client opportunities.
- Project-manage sales process in response to new client opportunities from an end-to-end perspective (i.e. from identifying opportunity to submitting proposals to contracting).
- Contribute to overall development and growth of our industry practices.
- Build partnerships in local or regional ecosystem.
- Support thought leadership and research activities as appropriate.

REQUIREMENTS

- Degree in textile/polymer/chemical engineering from a reputable university and MBA degree.
- 15 years relevant working experience with preferably 5 years relevant working experience in consulting and business management role in specialty chemical, textile, P.P.E., high performance material industries.
- Good client management skills at senior leadership or board level, authoritative and credible in a client conversation - both in terms of personal style and subject matter expertise.
- Excellent communication and presentation skills, both oral and written.
- Strong project management skills and demonstrated ability to apply data/information/knowledge to provide business insights.
- Good negotiation skills.
- Be a team player who has the confidence and maturity to interact effectively with senior staff and partners.
- Self-starter with strong initiative and drive.
- Able to work under pressure within a tight deadline.
- Available for travelling regionally and globally
- Ability to multi-task and prioritise workload with good working knowledge of Microsoft Office Suite and CRM.
- Mother tongue English, fluent in two other languages.

Position based in Singapore or Milan (Italy)

Interested candidates should send their applications to innovarte@innovarte.com.sg and indicate the position being applied for in the subject line. Please include a cover letter demonstrating interest and fitness for the position (required) and current resume.