

## Deals Strategy | Senior Manager

PwC • Sydney NSW 2000



Base pay

\$0 - \$0



Work type

Full time



Contract type

Permanent

### Perks

CAREER DEVELOPMENT

WORK - LIFE BALANCE

### Skills

DUE DILIGENCE

PROPOSAL DEVELOPMENT

### Full job description

#### Line of Service

Advisory

#### Industry/Sector

Not Applicable

#### Specialism

Deal Strategy

#### Management Level

Senior Manager

#### Job Description & Summary

To solve important problems we need diverse talent. Our people use their creativity, authenticity and human differences to be champions of change. When people from diverse backgrounds, with different points of view, work together, we create incredible value - for our clients, our people and our society. If you don't think you quite meet all of the qualifications, we'd still love

### Job details



Date posted

**23 May 2022**



Expired On

**12 Aug 2022**



Category

**Information Technology**



Occupation

**IT Management & Senior Leadership**



Base pay

**\$0 - \$0**



Contract type

**Permanent**



Work type

**Full time**



Job mode

**Standard business hours**



Career level

**EXPERIENCED NON-MANAGER**



Work Authorisation

**WORK VISA**

to hear from you.

## **About Us**

Life isn't simple. The challenges facing us all are complex, chewy and carry real risk. So at PwC, we've created 'The New Equation', a global strategy to tackle the challenges facing businesses and society.

We're coming together in new, creative ways to blend our experiences and uncover new, unexpected solutions. We focus on building trust, delivering sustained outcomes and helping our clients solve their most important problems.

Today's challenges need a fresh angle. Your ingenuity, passion and experience, combined with the latest technology, can provide the answers we need. Together, we are a passionate community of solvers coming together in unexpected ways, creating new solutions for a new day.

We're in the transformation business - for our clients and our people. We're a diverse, ambitious team who hunt for imaginative ways to solve our clients' most important challenges. You'll get to work with the latest technologies, in an environment that empowers you to think differently.

Deals Strategy combines expertise from our Strategy& and Deals practices to give our clients a clear deal advantage. By linking to our extended range of capabilities, our deals strategy support goes beyond traditional advisory services. Deals Strategy helps our clients do the right deals and maximise deal value capture. Our propositions include:

- Pre Deal - M&A strategy, portfolio strategy, sector insights & market reviews, target search & screening
- Deal Execution - commercial & strategic due diligence, and voice of the customer interview programs
- Post Deal - portfolio company value creation (i.e. turnaround strategy, growth strategy and international growth & market entry strategy), refinancing (independent business reviews) and exit planning and divestment support

## **Responsibilities**

Our projects are typically short and sharp, providing the opportunity to gain a variety of experience across sectors and/or engagement types, whilst continuously learning and developing. You'll work on client projects in teams of varying sizes, coaching experienced team members and helping with their professional development.

You will be interacting with clients and operating closely with other senior members of the team. This combination of responsibility and senior support

provides the right individual with significant career development opportunities.

As a Senior Manager in our Deals Strategy team, your impact will be seen by:

- Leading a team of consultants and taking responsibility for project delivery
- Overseeing the successful delivery of projects, which can include multiple projects at a time, structuring and managing the work streams and supervising delivery
- Coordinating with key project stakeholders including clients and other internal teams
- Managing appropriate senior team input and ensuring progress and risks are effectively communicated to senior team members throughout the project
- Planning initial hypotheses and analysis; formulating initial hypotheses based on previous experience, knowledge of the sector and understanding of the scope of work
- Storyboarding to present a compelling narrative to the client
- Developing the approach to address the project brief, and driving research and analysis with appropriate tools and techniques
- Contributing to conclusions and supporting senior team members in presenting back to the client
- Contributing to client relationship building, business development, knowledge sharing, coaching and mentoring junior team members and other activities

### **Requirements**

- Significant strategy consulting experience from either a strategy consulting firm or the strategy or business development function in a corporate
- Direct experience of managing strategy and commercial due diligence assignments for private equity or corporate clients, with the ability to act independently
- ??Strong market and competitor analysis (market sizing, drivers and

dynamics, competitive intensity, etc.)

- Customer analysis (segmentation, customer journeys)
- Internal analysis (capabilities, business model review, financial assessment)
- An ability to multitask effectively and balance time between project delivery and business development support effectively
- Good client management skills, including an understanding of how to communicate with clients of different backgrounds and opinions
- Proven experience of coaching junior team members
- Evidence of working collaboratively and contributing in a dynamic team environment
- Experience leading on the proposal development for new consulting opportunities
- We expect candidates to have an outstanding academic track record

## **Benefits**

Working here carries prestige, but that's not the only benefit. We want you to be at your best here, and we're focused on helping you do it, your way. Here are some of the ways we create balance between your work life and non-work life.

- Flexible daily working hours - we value work-life balance
- Work overseas or interstate - we know how precious time is with your family and friends
- Paid study (and leave!) - we'll pay all the costs and give you time off to study
- Dress for your day - we trust you to choose what works best for you
- Yearly bonuses - get rewarded for great performance!
- Health & fitness perks, like a wellness stipend and discounted memberships

- Generous parental leave policy for mums, dads and foster carers

Our purpose is to solve the world's most important problems together. Join our community of solvers, and bring your experience, passion and expertise to our world.

*We believe the best work is human-led and tech-powered.. If you're keen to apply and need reasonable adjustments or would like to note which pronouns you use at any point in the application or interview process, please let us know.*

*Steph Alderton is the Recruitment Manager for the role. As the team experience high volumes of applications, we appreciate your patience to allow for a timely and fair process for all. #LI-PWCLMT*

**Education** *(if blank, degree and/or field of study not specified)*

Degrees/Field of Study required:

Degrees/Field of Study preferred:

**Certifications** *(if blank, certifications not specified)*

**Required Skills**

**Optional Skills**

**Desired Languages** *(If blank, desired languages not specified)*

**Travel Requirements**

Not Specified

**Available for Work Visa Sponsorship?**

Yes

**Government Clearance Required?**

No

**Job Posting End Date**