

Job Description



Role:	Consultant / Senior Consultant
Base Office:	London
Business Line:	Strategy Consulting Practice
Classification:	Permanent, Full Time
Direct Manager:	Partner, Strategy Consulting - London

COMPANY OVERVIEW

NMG Consulting, part of the NMG Group, is a leading multinational insurance and wealth management consultancy, integrating consulting, insights and analytics. Our consultants provide global insights, strategy consulting and actuarial services to financial institutions including banks, insurers, reinsurers and fund managers.

NMG's **Strategy Consulting** practice works with major financial institutions to resolve 'fork in the road' decisions relating to:

- Participation model
- Competitive strategy
- Business configuration and economics

We work across segments and geographies, with a particular focus on the issues facing multinationals as well as large domestic institutions seeking to expand into new markets and the interaction between advice, product/administration and risk manufacturing activities.

The combination of our specialist focus, global network and access to NMG's research and analytics give us a unique perspective on the external and internal dynamics relevant to insurance, reinsurance and investments industries. This includes distribution intermediation, the intangible nature of financial products and the importance of risk management and capital.

SUMMARY STATEMENT

Within this role, the Consultant will work on a variety of assignments across our Strategy practice that reflects the range of services we provide. The role will work closely with senior colleagues to deepen relationships with existing clients, contribute to strategic consulting assignments and drive the vision for improvement and expansion.

The broad range of projects covered demand high-level skills in research and analysis along with exceptional client liaison abilities. Typically working within a small consulting team, the incumbent is able to draw on the collective expertise and resources within the other divisions within the NMG Group in order to fully exploit our "information advantage" and improve the quality and clarity of client decisions.

This position will suit a self-motivated individual who possesses strong technical skills in addition to excellent client management and business development abilities. Immersion in our methodologies will be critical for success, along with the ability to articulate and debate insights and key messages with senior executives.

Up to 40% travel within the role may be required.

KEY RESPONSIBILITIES:

- Within the Consulting team, provide financial analysis to clients for business strategy formulation and transformation plans based on market intelligence
- Building financial models and preparation analysis including business cases and valuations
- Conducting external research, data gathering and analysing qualitative or quantitative data using a variety of methods and models
- Building strong relationships with other divisions of NMG to leverage specific areas of knowledge and expertise, in order to generate analysis for presentations
- Establish analytical frameworks and conducting complex business analyses
- Client liaison and relationship management, including key account management
- Identifying opportunities for new business and developing appropriate strategies accordingly
- Build rapport with decision makers at target/potential clients and presenting at forums and conferences to develop profile
- Utilise the collective expertise and resources across all divisions of the NMG Group in order to fully exploit our “information advantage” and improve the quality of our client offering

Projects may include:

- **Identification of New Markets:** assisting the client to improve their understanding of market size and segmentation, profitability and competitive dynamics; identify key success factors and risks; and identify and implement the right market strategy
- **Improving Business Performance:** provide support to clients to identify the root causes of underperformance and devise the most effective response. This process may include:
 - Objectively analysing competitive positioning and capability gaps
 - Identification of truly profitable intermediary and consumer segments
 - Understanding and defining consumer needs
 - Responding appropriately to regulatory change
 - Identifying the most important levers and quantifying the benefits of various strategic options
- **Optimising Portfolio Management:**
 - Provision of information to clients as to which business units are creating value (and those that are not), where to invest and how to measure success, utilising NMG’s proprietary analysis of market economics and competitive positioning
 - Assist in building the economic rationale for portfolio reorganisation or divestment

- **Executing Mergers, Acquisitions and Alliances:**
 - Assist in the evaluation of alternative execution paths
 - Work with clients in target selection for M&A activity and due diligence through to valuation, integration planning and execution
 - Advise on alternative routes of distribution via affinity and strategy partnerships as a component of a multi-channel strategy
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QUALIFICATIONS, EXPERIENCE and ABILITIES:

- Relevant Tertiary qualification (preferably with Honours)
- Considerable experience in Financial Services, including within a consulting role, with exposure to insurance, reinsurance or asset management
- Exceptional quantitative abilities, business modelling and analytical skills
- Ability to prioritise competing demands and organise work flows clearly
- Strong interpersonal skills with an ability to engage with clients, present clear arguments and manage client relationships
- Excellent written communication skills
- Highly motivated to learn, build their career and grasp opportunities
- Ability to work effectively within a global team
- Excellent attention to detail and high quality standards
- Curious, flexible and learning-oriented
- Ability to manage multiple projects
- Highly proficient in Microsoft Word, Excel and PowerPoint
- Willingness to travel as required