

Company: Investor Group Services LLC
Location: 855 Boylston St. 6th Floor, Boston MA 02116
Position Title: Senior Consultant

Job description: Senior Consultant for Investor Group Services LLC, located in Boston, MA. The position will engage in commercial due diligence and strategy consulting for middle market private equity, M&A, and corporate clients across a broad range of industries; lead teams of 3-5 associates and/or consultants in the formulation of recommendations which validate client investment theses and assess market risks; manage clients and serve as a daily point of contact during engagements; be responsible for overall project outcome; structure and execute client reports validating client questions per scope of work; structure case team workflow; supervise and direct individual contributors'/ subordinates' analysis and research to ensure valid coverage/data addressing key client questions; utilize expertise to formulate recommendations; analyze, synthesize and present complex data and formulate recommendations for: industry assessment and outlook; market sizing; market growth forecasting; sources of growth; analysis of financial performance and company revenue forecasting; customer relationship assessment; evaluation of pricing and margin sustainability; assessment of competitive landscape and market share; growth strategy development and new market entry strategy; evaluate M&A environment including the financing environment, activity by financial sponsors, number and size of deals, and acquisition multiples; design and conduct company and market-specific informational interviews with a wide range of stakeholders including senior executives, industry experts, target company customers and suppliers; also involved in business development (inbound and outbound efforts) for new clients as well as existing clients. Domestic travel required up to 5% of time.

Job requirements: Masters degree (or foreign equivalent) in Business Administration, Economics, Management, Finance or Strategy with a total of five (5) or more years of work experience which includes at least two (2) years of PE due diligence experience with at least 40 PE due diligence projects. In addition to PE due diligence, experience should include management consulting, financial advisory or deal-related work. Experience must include: demonstrated analytical skills including the ability to synthesize data from qualitative and quantitative sources; demonstrable ability to identify research and understand complex data sets; demonstrable ability to work directly with senior management and private equity clients; experience working in a deadline oriented environment; demonstrable experience in the following methodologies and analyses: industry assessment and outlook forecasting; M&A and sell side due diligence; quantifying market size, growth, penetration, segmentation; market and company specific growth drivers including segment specific drivers as applicable; economic analysis - historic trend analysis and forecasting; purchase decision process and customer relationship assessment including qualitative and quantitative measures; evaluation of company performance feedback; assessment of company value proposition and competitive positioning; assessment of competitive landscape and market share analysis; evaluation of pricing and margin sustainability; growth strategy development; pricing strategy; evaluation of merger and acquisition and financing environment; survey development; proficiency in Capital IQ, Thomson Reuters/Eikon, and One Source; demonstrable experience with Excel, PowerPoint, and Survey Gizmo; a demonstrable ability to articulate strategies and trends related to economic and market drivers across specific end markets including healthcare, technology, software and industrial and oil and gas sectors; demonstrated track record of delivering complex analytical project requirements within 3-4 week engagements. Domestic travel required up to 5% of time.

Send Resume incl. job history to: [Ellen Ryan, VP Operations, at ellen.ryan@igsboston.com](mailto:ellen.ryan@igsboston.com), Job Code: SC-01.