

Position: Associate/Senior Associate-Business Consulting and Research

About Intellectap

Intellectap, a part of the Aavishkaar Group, is a global impact advisory firm and a pioneer in building enabling ecosystems and channeling capital to create and nurture a sustainable & equitable society. Founded in 2002, Intellectap works across critical sectors like Agriculture, Livelihoods, Climate Change, Clean Energy, Financial Services, Gender & Inclusion, Healthcare, Water and Sanitation, and has delivered over 500+ global engagements across 40+ countries and syndicated investments of over \$1,1 Billion USD in Capital. Intellectap through its presence in India and Africa provides a broad range of Consulting, Research and Investment Banking Services. Our common action platform, Sankalp Forum, one of the largest global inclusive development platforms, brings together the ecosystem to shape the way markets work for delivering the SDGs 2030.

Please visit www.intellectap.com to know more about us.

What we look for?

Whether it is a consulting expert, a research analyst, a finance prodigy or an investment banker, we seek to hire the best across the globe and provide them with a unique global ecosystem of learning, experience and expertise. Our teams are diverse, entrepreneurial and fun, comprising millennials and seasoned experts, who are passionate about changing the landscape of social change. The ability to serve the next 3 billion is an opportunity of immense promise, and we look at those who are entrepreneurial in their mindset, sharp in their thinking and bring in deep sector expertise to deliver compelling work globally.

Key Roles and Responsibilities

- Support the Project Manager in the on-ground execution of deliverables as per project & client requirements
- Support the development of institutional frameworks for the sector including proprietary approaches and methodologies
- Function as a key member of the team, provide required management support in initiating new projects and support day-to-day project operations
- Understand client requirements, develop scope, approach & methodology, and delivery schedule with the ability to clearly define costing
- Actively participate in project execution, and team discussions, and work with the team to drive successful execution in line with identified approach data from primary and secondary sources, guide research and analysis as required.
- Undertake detailed financial and technical analysis where required including complete business planning and financial modelling
- Support in delivering client presentations and managing client expectations
- Engage with senior experts internally and externally on aspects related to the project
- Support business development through proposal development and new clients reach out

- Straddle multiple day to day roles that include project delivery, client relationship management, team building and mentorship, and business development;
- Support the Manager/Sector Lead in the preparation of concept notes and whitepapers for publications and internal consumption
- Be part of the team that contributes towards developing the domestic and global strategy for the consulting practice at Intellectap
- Undertake relevant national and international field travel and exposure as and when required.

Experience/ Education

- Degree/Master or equivalent from reputed National and/or International institutes
- Minimum of 2- 5 years of experience in management and business consulting

Skills

- Strong problem-solving and analytical skills both quantitative and qualitative;
- Exposure to business plan creation and building a business model would be desirable;
- Ability to synthesize information and assist in creating insightful recommendations for clients
- Excellent communication, presentation, and writing skills
- Excellent client and team management skills, and commitment;
- Prior exposure to domains in which Intellectap works is desirable; Base of the Pyramid/Social Entrepreneurship/Inclusive Business in Asia/Africa

Interview Process

Our interview process involves interviews to test analytical and problem-solving skills through interaction with the business team, consulting cases, and quantitative assignments depending on the role we are hiring for and your experience.

Equal Opportunity Employer

Intellectap is an equal opportunity employer. We welcome all qualified individuals from diverse professional, academic, and cultural backgrounds, regardless of gender, religion, race, ethnicity, and nationality, and are committed to fostering a diverse and inclusive workplace.