

# Associate Consultant (APAC)

We are looking for a number of associate consultants to support Acumen with project delivery on the ground in markets all over Asia Pacific (ANZ, Singapore, Japan, Thailand, Philippines, Taiwan to name but a few).

Working with our consulting team based in Singapore, you will support each of our clients to deliver lasting change through smart revenue management. You will be using your experience in consulting &/or consumer goods to bring thought leadership & deep client understanding to solve complex & strategic issues.

Our Associate Consultants work on a range of projects from implementing our software & delivering change management programs to steering & driving the approach on complex analytical/strategic consulting projects.

## You Will Be

- Defining & delivering approach on consulting projects & client software implementations
- Leading client management & assessing client's revenue management competencies to identify solutions
- Developing compelling selling stories, presentations & proposals to share with prospects
- Coaching & upskilling the consulting team on revenue management & the consumer goods landscape

## About You

You will have 10+ years' work experience in a strategic/operational role within FMCG or delivering complex software implementations (e.g. TPM, SAP)

## Knowledge & Skills

- FMCG market knowledge
  - Operational experience of implementing trade terms
  - Deep understanding of promotional effectiveness methodology & best practise
  - Experience implementing new pack price architecture & relevant category experience
  - Extensive experience in customer negotiations
  - TPM implementation experience
  - Deep knowledge of retailers within your market
- Strong conceptual and planning skills with ability to balance competing priorities to always deliver
- Strategic thinker with a 'practical'/tactical perspective for execution
- Able to work independently to deadlines
- Excellent interpersonal skills and the ability to influence senior teams internally & externally to adopt a proposed course of action

## Benefits

Our Associates benefit from an attractive rate and flexible working conditions allowing you to fit around your lifestyle or other projects. You will be expected to attend client meetings during projects and travel to client offices as required.

The projects will be on a "as required" basis so you can always say yes or no to projects. This means you will benefit from having priority access to projects, with the biggest FMCG companies in the world, in your market.

## About Acumen

Acumen delivers lasting change through smart revenue management for consumer brands. We do this through the deployment of our award-winning applications and delivery of our game changing consulting services.

## Apply

To apply, please send us your CV to [jobs@acumenci.com](mailto:jobs@acumenci.com)

