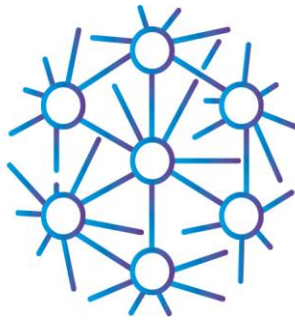


ayming



business
performance
consulting

Consulting – Operations Performance - Telecommunications

Ayming Canada's Toronto office is looking for an organized, self-motivated individual to work as a Consultant – Operations Performance – Telecommunications to serve and expand our client-base in Eastern Canada.

Ayming is a leading international business performance consulting group, formed through the merger between Alma Consulting Group and Lowendalmasai. With offices in 16 countries, the Group, which has a staff of approximately 1,500, attained revenue of CAD \$275 M in 2015.

Backed by 30 years of proven results, Ayming provides strategic and operational expertise, enabling businesses to improve their overall performance in the areas of Finance & Innovation, Operations and Human Resources.

Ayming is committed to helping clients implement long-term performance improvement programs, adding value to their overall business and delivering greater profitability. Its focus is on improving and accelerating business growth, anticipating future changes and opportunities and securing a business' long-term position. This is accomplished through its Value Performance Programs, customized service packages providing tailored solutions to improving clients' business performance. Every Value Performance Program is unique because it is designed to meet the specific needs of individual clients.

Key Responsibilities and Related Tasks (include but not limited to)

As Consultant, your mission is to deliver Operations performance consulting, including telecommunications analysis, with a focus on maximizing savings and reducing indirect costs for Ayming's clients. The successful candidate will be required to:

- Review and analyze operating costs of our clients and identify saving opportunities (i.e. Telecom spend);
- Manage all aspects of assigned clients telecom project services, in the fastest and most cost effective manner;
- Manage and promote client relationships, understand client's needs and develop other business opportunities;
- Deliver new cost consulting services as they are introduced into the North American market.

The main tasks relating to providing **telecom spend optimization cost consulting** consist of:

- Consolidate client telecom usage information and cost data;
- Analyze client telecom usage information for the suite of telecom services (landline, wireless and data);
- Recommend areas of operational improvement of their telecom services;
- Investigate alternative offers available on the market;
- Prepare requests for proposals with telecom operators;
- Present recommendations to our clients;
- Stay abreast of the latest telecom trends and perform regular market research studies on different telecom offerings in North America;

- Provide regular updates to the clients to report on the status of their projects and solidify excellent client relationship;
- Identify and initiate contact with potential clients through business and personal contacts.

Qualifications and Skills

- Successful completion of an undergraduate degree in Commerce or Engineering;
- A minimum of 5 years of experience in wireless telecom for the business clientele in a client management role;
- Excellent communication (verbal and written) and listening skills;
- Strong analytical skills with great attention to accuracy and details;
- Excellent and proven client management skills;
- Proficient with MS Office Suite with advanced experience using Microsoft Excel to create charts and pivot tables and advanced functions; Microsoft Access, including design, modification and executing preformatted reports and creating simple to technical queries.

If you're interested in this position, please send your resume to: hr@ayming.ca and indicate in your email message title the position you are applying for.