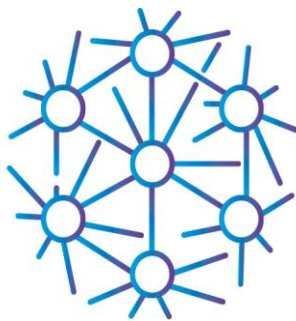


ayming



business  
performance  
consulting

## Consulting Manager – Finance and Innovation

Ayming Vancouver office is looking for an organized, self-motivated individual to work as a Consulting Manager – Finance and Innovation to serve and expand our client-base in Western Canada.

Ayming is a leading international business performance consulting group, formed through the merger between Alma Consulting Group and Lowendalmasaï. 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 Consulting Manager, your mission is to provide a leadership with focus on optimizing the team results and maximizing the potential of each team member. The successful candidate will be required to:

### Finance & Innovation Consulting Service Delivery

- Own and manage a portfolio of clients with a focus on maximizing government funding
- Manage the SR&ED process for your portfolio of client, including identifying eligible projects, preparing the technical and financial claim, managing the submission process with accountant, implement documentation process to secure claims and defend claims with CRA and provincial governments
- Manage the government funding (Grants, Loans, and other Tax Credits) process for your portfolio of client, including identifying the eligible programs, building and proposing a strategy to client, prepare the technical and financial applications.
- Perform strategic analysis and produce action plans to maximize government fundi opportunities within your portfolio of clients

### Production Management

- Assist the team to develop claim strategy to maximize, secure and defend amounts;
- Assign, manage, and track team's workload; review work and follow-up as required;
- Address technical and client management obstacles;
- Assist Ayming in further development of the Scientific Research and Experimental Development (SR&ED) Practices;

- Help the team deliver, as well as, personally work on files, Ayming's Finance and Innovation service – Government Funding (Tax credits, especially SR&ED, and Grants) applications, including representing the client in interactions with Government bodies (especially Canada Revenue Agency - CRA).

#### **Revenue Impact**

- Assist and liaise with sales and marketing team to increase revenue;
- Take actions to ensure client retention and satisfaction;

#### **Team Management**

- Provide training and mentorship to maintain team's knowledge of most recent programs, regulations and trends affecting the programs;
- Assist Consultants by sharing and developing technical expertise and professional skills;
- Identify and drive staffing needs;
- Ensure seamless onboarding process of new team members.

## **Qualifications and Skills**

- Master's degree in science or engineering related discipline is preferred;
- Having experience in Computer Science related discipline is an asset;
- Minimum 5 years' experience with the SR&ED Program, in the last 8 years;
- Having experience with Grants is an asset;
- Minimum 1-year experience in managing staff;
- Experience with key account management;
- Basic knowledge of accounting principles and practices; holding a CPA is an asset;
- Proven leadership experience;
- Proven ability to challenge status quo with measurable impact on the organization, an asset;
- Experience in a fast paced and constantly evolving environment, an asset;
- Proven coaching & mentoring experience.

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