

PROFILE

**SENIOR MANAGER
ENERGY & UTILITIES**

November 2020

siapartners

Pioneer of Consulting 4.0



Senior Manager Energy & Utilities

Amsterdam - fulltime

www.sia-partners.com

Sia Partners Global

Sia Partners is an international management consulting firm focused on corporate and operational strategy. Sia Partners supports organizations in developing and transforming business operations and improving performance. Sia Partners is pragmatic in nature and fully focused on the customer.

Since its foundation in 1999 in Paris, Sia Partners has grown fast and currently employs more than 1650 consultants. Sia Partners is represented in France, the Netherlands, Belgium, the United Kingdom, Italy, Morocco, the Middle East, Hong Kong, Singapore, Japan, the United States and Canada.

Sia Partners develops autonomously and has the ambition to become one of the leaders in the field of independent management consulting within Europe and beyond.

Sia Partners Amsterdam

In 2009, the Amsterdam office was opened to strengthen the European footprint of Sia Partners. This office has experienced strong growth and has developed an impressive customer portfolio in the Energy & Utilities, Financial Services, Marketing & Customer Experience, Data Science and HR, Transformation & Change area. Sia Partners Amsterdam employs more than 45 consultants and has high growth ambitions. The Amsterdam based consultants support clients with industry-specific advisory as well as cross-sectoral offerings such as Operational Excellence, Data Science, Corporate Strategy, CRM & Marketing, Change Management, Digital Transformation and CIO/CFO Advisory.

Our consultants

Sia Partners is recognized as a high-quality player by its customers. The consultants offer a combination of excellent business knowledge, innovative mindset and strong execution power. The team is characterized by a mix of Dutch, English and French-speaking professionals with an excellent study background and relevant work experience. The consultants are sharp, result-oriented and able to make an impact at the customer

Job description

The Energy sector is undergoing a transition towards the “New Energy Reality”. This new reality is characterized by new ways of energy generation, transportation, distribution and changing customer behaviour. All these changes have an impact on the business model, operating model and strategy of Energy companies.

As a Senior Manager Energy & Utilities, you will guide companies during the transition phase towards the “New Energy Reality”. You will get to work on various challenging projects supported by a team of Sia Partners consultants and/or client representatives. You will ensure that projects are delivered beyond expectations and will act as a coach and mentor for consultants. Furthermore, you will have an active role in shaping and growing our business by active business development and sales support.

Example assignments: market (entry) studies, improvement of (operational) processes, investment decision-making, regulatory compliance, outsourcing, vendor selection, etc.

Where are you going to work?

You will primarily work with our clients in the Netherlands. In some cases international travel might be required.

Qualifications

- At least 10 years of relevant experience in Consulting within the utilities industry
- Active business network at relevant major energy companies.
- Good view of the developments in the energy market and the impact on actors in the value chain.
- Strong academic background from a first class university (preferably business or technical science).
- Self-starting, flexible, entrepreneurial person, and has pronounced business and change skills and experience.
- Ability to monitor company or market trends, evolutions, new challenges and triggers actions within Sia Partners to adapt our offerings.
- Strong PM skills managing teams with both internal as well as external stakeholders.
- Willing to participate occasionally in international projects and is thus ready to travel for short business trips.
- Good coach and team leader and is caring about the personal growth of colleagues.
- Language skills: minimum Dutch and English. French is a plus.