

## **The firm**

**GainingEdge** is a specialist consulting firm advising the convention and meeting industry since 2004.

As a specialist advisor on destination strategy and convention centre development the firm has consultants located in 7 cities across the globe.

## **The clients**

The clients include convention centre developers, national tourism agencies, and convention & visitor bureaus. Current and past engagements span Australia, Bhutan, Canada, China, Indonesia, Italy, Japan, Korea, Kenya, Macau, Malaysia, Mexico, Nigeria, New Zealand, Norway, Oman, Qatar, Serbia, Singapore, South Africa, Spain, Taiwan, Thailand, UAE, and USA.

## **The role**

This is a new role to support growth in consulting engagements. It provides an opportunity to work directly on exciting projects around the world, delivering transformative solutions to our clients in the conventions, meetings and exhibitions industry. Working in a virtual team environment with colleagues across globe, the individual will support consulting projects including engagement planning, overseeing research, report writing, facilitating workshops, presentations and client liaison.

## **The candidate**

- Has developed his or her management consulting skills in a leading consulting firm and is seeking independence and the next move into specialization
- 2-3 years' experience in a consulting firm
- Excellent analytical skills
- Experience with market studies and financial feasibility studies
- Excellent report writing and presentation skills
- Highly proficient in verbal & written English
- Excellent interpersonal skills – ability to build and enhance client relationships
- Experience facilitating workshops will be a plus
- Ideally located in Australia or South East Asia
- Highly mobile and flexible – available to travel overseas on occasions
- Conventions, meetings and exhibition industry experience is not critical, but will be a plus

## **Remuneration**

An attractive remuneration package with flexible working hours including the opportunity to work from home.

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