



# Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Link's Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:  
Toll Free Phone: (866) 225-9067  
Toll Free Fax: (877) 825-7564  
L9 P23 R4074 HWY 596 - Box 109  
Keewatin, ON P0X 1C0

# Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/05

## Senior Manager, Consulting - Indigenous Services

<b>Job ID</b>	<b>3B-37-A3-31-F3-12</b>	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=3B-37-A3-31-F3-12">https://careers.indigenous.link/viewjob?jobname=3B-37-A3-31-F3-12</a>	
<b>Company</b>	MNP LLP	
<b>Location</b>	Edmonton, Alberta	
<b>Date Posted</b>	From: 2019-08-01	To: 2020-01-28
<b>Job</b>	Type: Full-time	Category: Finance
<b>Job Start Date</b>	September 6, 2019	
<b>Job Salary</b>	\$120-\$160k	
<b>Languages</b>	English	

### Description

At MNP we pride ourselves on being different â€“ itâ€™s our entrepreneurial drive that sets us apart. Itâ€™s the same drive thatâ€™s helped us become Canadaâ€™s fastest growing national firm. We foster collaboration, value your ideas, promote based on talent, live balanced lifestyles and make time for FUN. We are one firm, one team, collaborating to support you wherever you want to take your career.

Join the momentum. We are seeking a Senior Manager for our growing Indigenous Services team. MNP is a leading national accounting, tax and business consulting firm for Indigenous Nations, businesses and entrepreneurs in Canada. With more than 250 Indigenous clients and 300 team members dedicated to this sector, no other firm has invested as much time and resources into serving the unique needs of Indigenous communities.

#### Performance Expectations

##### Business Development

- â€¢ Invest time to understand emerging trends and directions within the market to anticipate business opportunities

- â€¢ Think strategically about client needs by understanding their operations and key risks

- â€¢ Identify ways to maximize the relationship with clients and deliver added value

- â€¢ Develop a thorough understanding of MNPâ€™s services, businesses and industry through experiential learning with clients

- â€¢ Promote MNP and our advisory services through the delivery of presentations, writing articles, facilitating workshops or participating in community activities

##### Project Management

- â€¢ Work with Partners to deliver excellent client service by serving as a primary, day-to-day contact for our clients

- â€¢ Execute financial modeling, business planning, feasibility studies, strategic planning, operational planning, program reviews, program redesigns and other forms of management consulting

- â€¢ Facilitate collaboration with client engagement team prior to commencement of client work to discuss roles and responsibilities, risk areas, materiality and deadlines

- â€¢ Efficiently manage the delegation of work to team members to streamline costs and turnaround time, without compromising quality

- â€¢ Maintain high quality control by reviewing work done from other team members for accuracy and completeness and providing constructive feedback

- â€¢ Monitor project timelines against targets, adjust where necessary; advise clients of project status and seek clarification on discrepancies where applicable

- â€¢ Manage project financials (budgets, WIP, timely billing, collection, variance recognition)

##### Leadership

- â€¢ Network and take a leadership role in the local professional, business and community while raising awareness of MNP and looking for new business development opportunities

- â€¢ Contribute to the development of new ideas and approaches to improve work processes while effectively using MNP internal programs and systems

- â€¢ Develop, coach and train team members towards professional and personal development

- â€¢ Attend MNP University courses and workshops to improve technical skills and leadership abilities

##### Credentials

- â€¢ Completion of a Bachelorâ€™s Degree in business, economics, mathematics or another related field

- â€¢ Completion of a Masterâ€™s Degree in business, economics, mathematics or another related field is considered an asset

- â€¢ Completion of a Certified Management Consultant Certification is an asset

- â€¢ Six (6) to seven (7) years of consulting experience, ideally in a client-service environment

- â€¢ Experience working with project problem diagnosis, solution development, client communications, facilitation of decision making, documentation, managing client expectations, project profitability and team leadership

- â€¢ Professional or personal experience working with First Nations and other indigenous organizations and businesses

- â€¢ Working knowledge of the diverse Indigenous community including relevant legislation, government structures, programs, rights and current issues

- â€¢ Strong computer literacy including effective working skills of Microsoft Word, Excel and PowerPoint

- â€¢ Travel for project delivery and for business development will be required

##### Core Competencies and Personal Characteristics

- â€¢ Integrity â€“ professional whose honesty, integrity, confidentiality and high ethical standards contributes to effective leadership and optimal business relationships

â€¢Energy â€” displays enthusiasm, optimism and passion while maintaining a high level of productivity and a balanced lifestyle

â€¢Diversity â€” understands the importance of different backgrounds, perspectives and experiences and is respectful of individual differences

â€¢Communication â€” effectively expresses ideas and conveys information in business writing, conversations and interactions with others that make an impact and persuade their intended audience(s)

â€¢Client Service Excellence â€” understands the importance of quality client service, proactively identifies client needs and creates strategies to proficiently serve clients

â€¢Business Development â€” looks for and seizes profitable business opportunities while focusing on the ability to gain increased presence in the community

â€¢Forward Thinking - anticipates the implications of situations, takes appropriate action as needed and prepares for possible contingencies

â€¢Agility with Change â€” initiates, sponsors and implements change by taking a facilitative catalyst role

â€¢People Management & Leadership â€” goal-driven leader who effectively manages self, others and teams to achieve goals

â€¢Coaching â€” takes responsibility for oneâ€™s own and team membersâ€™ performance by setting clear goals and tracking progress against those goals, promptly addresses performance issues, is highly organized and uses personal judgement and decision making

MNP encourages a balanced lifestyle and offers benefits that suit the way our team members work and play! In addition to a competitive salary, our MyRewards@MNP package includes paid personal days, wellness program initiatives, health and dental benefits, a group pension plan with matching contribution, firm sponsored social events and professional development assistance.

MNP proudly serves and responds to the needs of our clients in the public, private and not-for-profit sectors. Through partner-led engagements, we provide a collaborative, cost-effective approach to doing business, with innovative strategies to help organizations succeed across the country and around the world.

#### **Essential Skills**

Relationship building/community involvement

Consulting management

Project Management

#### **How to Apply**

Apply online: <https://mnp.icims.com/platform/icims2module=AppDashboard&action=runWidgetSearch&savedsearchid=1127&hashed=919155940>