

Senior Associate

Right Lane is a flourishing, top quality, ethical, management consulting firm.

We employ our distinctive ideas and processes, and our absolute commitment to delivery, to help clients we care about pursue their inspiring missions.

We work alongside clients who do great work within the sectors they operate, and we are excited to be involved in creating outcomes that truly make a difference.

We are an ethical consulting firm with a strong belief in the work we do, and with a passion to give back to the broader community with the skills and expertise available within our walls.

Right Lane was established to help private, not for profit and public sector clients to clarify and accelerate their future plans. We have helped the executive teams and boards of more than 250 organisations to define and adapt their direction and strategy, identify and clarify their priorities, align their efforts with their aspirations, get their major projects started and finished, and measure and improve their performance.

Our areas of focus

- Developing and managing strategy and planning processes for clients
- Leading strategic growth projects, such as pre-merger analysis, pricing, new product feasibility, marketing expenditure effectiveness and growth options evaluation
- Implementing strategy through aligning and engaging the organisation, and measuring and monitoring performance
- Assisting clients with governance projects – from board culture and capabilities to board appraisals and reviews

About the role:

The role is a Senior Associate reporting to a Principal. The focus of your role will be to structure and lead consulting workstreams, lead the development of persuasive written reports, facilitate workshops, and manage client engagements. You will work closely with our clients, generally in small consulting teams, to meet project deliverables.

As part of this role you will:	To be successful at Right Lane you will:
<ul style="list-style-type: none"> • work closely with executive teams and boards; • lead mid-sized engagements and manage workstreams on large engagements; • support team members to structure analysis and identify information sources, gather and interpret data, and present findings; • develop client relationships; • facilitate workshops to help clients achieve their desired outcomes; and • develop new ideas for our clients and practice. 	<ul style="list-style-type: none"> • Likely have an MBA with outstanding educational achievements; • 3-5 years of strategy consulting experience, or internal strategy consulting experience in industry; • have exceptional analytical and problem-solving skills; • have the ability to structure analyses and undertake them in a logical and efficient manner; • have an ability to communicate complex ideas effectively; • have excellent written and oral communication skills and strong attention to detail; • have a willingness to learn and share knowledge; • be organised and able to manage multiple projects concurrently; and • be able to work autonomously in a dynamic and challenging environment.
You will be rewarded with:	
<ul style="list-style-type: none"> • a competitive salary, commensurate with your level of experience; • an opportunity to build on your leadership skills and inspire others; • a great office environment and a collaborative team; and • exceptional training and coaching and mentoring from senior colleagues. 	

To apply you must be a current Australian Permanent Resident or applicant with no working restrictions

To find out more about our firm visit: www.rightlane.com.au

To apply: email your covering letter addressing your suitability for the role outlined in this position description together with your CV to Jo Bradley: jo@rightlane.com.au

For more information, please contact Jo Bradley on 03 9428 5336

Frequently asked questions

What types of projects and industries do you work in?

Right Lane works with the CEOs, executive teams and boards of clients in the private, not for profit and government sectors.

While we predominantly serve mid-market clients, our top 10 clients this year include:

- one ASX listed companies
- two statutory authorities
- five financial services
- one large metropolitan council
- one federal government department.

Over 60% of our clients are 'for purpose' enterprises and about a quarter of our clients are in financial services, although we work across all industries.

Because we serve mid-market clients, our projects are usually smaller and shorter in duration than might be experienced at other high quality firms that exclusively serve large organisations. Consultants are usually working on multiple projects concurrently.

Right Lane primarily works on strategy consulting projects. We do little in the implementation space but we quite often help our clients set up their organisations for successful delivery.

What is a normal project team structure?

Most projects are delivered by a Right Lane team of two to three consultants. All projects are led by a senior team member. Our teams usually consist of a Principal (with between 10 and 20 years consulting experience), an Associate principal/Senior associate and an Associate/Business analyst. All staff have exposure to the senior consultants on a daily basis.

What is a typical career path?

We do not have fixed career paths: promotion is based on performance. You will work with your mentor to develop your skills and to ensure you are reaching your performance targets. You will learn and develop quickly alongside your highly skilled colleagues.

There is the prospect of participating in our employee share option program after two years at Right Lane, with consecutive periods of high performance.

What are the career development opportunities?

All members of the Right Lane team, no matter their level, participate in formal and informal development opportunities.

What is the recruitment process?

There is an initial pre-screen process, which includes brief oral cases, a review of your cover letter, academic transcript and CV and a discussion to ensure your expectations (including salary) are aligned.

Following that, we conduct two 60-minute interviews that include larger cases and other exercises. If the candidate successful in the interview we ask for a piece of writing and do reference checks before making an offer. We aim to have the process completed within three weeks of first contact.

Can you provide sponsorship to work in Australia?

Right Lane can sponsor candidates with the right skill set if they are not already residents of Australia.