



Establishing True-North...together.

Job Description

Financial Analyst - Junior Consultant

Financial Analyst Consultants at Compass Point are usually MBAs with business finance and industry experience. They enjoy considerable control and flexibility in mapping their first years at the company. Staffing on projects is discussed, not simply assigned, while a mix of projects broadens experience and challenges intellect. With the guidance of senior consultants, principals, and directors, new consultants participate in all aspects of projects:

- Problem formulation and analysis
- Business research and assessment
- Client interviews
- Alternative generation
- Model development and evaluation
- Meeting facilitation
- Presentations to clients

DUTIES & RESPONSIBILITIES

This position is responsible for delivery of business solutions to clients. The customer base consists of private sector businesses with diverse backgrounds and levels of business expertise. Primary focus will be financial analysis and recommendations based on the analysis.

TECHNICAL

- Develop financial models for our clients that support our initiatives in Strategic Planning, Business Planning, and M&A
- Provide documented processes to clients to get real-time production floor performance
- Tie operations to the financial accounting systems to gain real-time performance on the production floor
- Debt restructuring
- Profitability analysis
- Maintain expertise and currency in industry leading strategies and expertise
- Develop budgets and forecasts
- Cash flow projections and analysis
- Financial statement review

PROJECTS

- Serve as Project Assistant
- Develop costing proposals for projects, perform risk analysis, and manage change control
- Provide business analysis, user needs analysis and business solution design for major projects
- Conduct comprehensive cost/benefit analysis and prepare business cases for projects

BUSINESS

- Present a professional image in conduct, attitude and attire.
- Provide expertise to clients both in the delivery and implementation of projects
- Serve as client representative to one or more of the company's major client accounts, and function as project lead during all major projects for that account
- Assist with development of client market strategy and internal development to support the strategy, with a focus to enhancing the operational effectiveness (and profitability) of the client's business
- Contribute to the further development of Compass Point business practices, strategic plan, and marketing strategies

BUSINESS DEVELOPMENT

- Network in the community as part of our give-back and building market presence
- Meet revenue goals set forth in business plan for core areas of responsibility (CFO Advisory Services)

OTHER

- Perform other duties as requested from time to time to fulfill corporate goals and objectives