

## OPERATIONS VICE PRESIDENT ROLE DESCRIPTION

### **Firm Overview**

Headquartered in New York City, Gotham Consulting Partners is a leading private equity consultancy with a 20-year track record of rapid value creation for private equity firms and their portfolio companies. We perform robust fact-based customer & market and operational due diligence, craft pragmatic and executable growth strategies, identify operations improvement opportunities, and execute changes that maximize financial benefits. Within tight timeframes and through our differentiating mix of superior analytics, strategic, operations, and financial expertise, Gotham delivers tailored solutions that allow our clients to rapidly confirm, reach, and often exceed, their top-line growth and margin improvement objectives.

All Gotham team members work closely with leading private equity firms and senior executives while gaining strong hands-on consulting experience in an entrepreneurial setting. The work we do requires team members who are: passionate about raising the bar on what is possible; focused on doing whatever it takes to help clients succeed; critical thinkers and strong communicators who thrive in challenging, fast-paced, and exciting situations; and looking to make a valuable imprint both inside Gotham and at the client.

### **Role Description**

Vice Presidents lead consulting teams, typically consisting of associates, business analysts, and senior operating executives, as well as client resources, and ensure the success of the engagement. Responsibilities include:

- Developing issue sets as the first step in focusing the hypothesized scope of the engagement and then transitioning issue sets into comprehensive and explicit team work plans
- Efficiently managing Gotham/client resources and the overall engagement within compressed timeframes while ensuring changing needs of a study are being addressed
- Guiding team in collection, synthesis, and analysis of data, and in conducting interviews with clients and third parties
- Developing hypothetical solutions, testing alternative scenarios, and developing fact-based actionable recommendations
- Structuring and creating factual, compelling message-driven written documents to present to clients
- Conducting client presentations and generating constructive dialogue around conclusions/recommendations
- Proactively building high-quality relationships with private equity and portfolio company clients
- Actively participating in proposal development efforts, with Principals playing a leadership role
- Taking a leadership role in the growth of Gotham Consulting Partners through: developing knowledge capital; training/mentoring junior team members; marketing & business development; and actively participating in recruiting.

Gotham does not follow a prescribed timeline for career advancement or focus on selling abilities recognizing the unique contributions and development pace of each individual. Rather, we use a 360-degree evaluation process, along with informal feedback, to gauge readiness to accept broader roles. When a Vice President is ready and willing to accept higher levels of responsibility, he/she is given such responsibilities.

### **Desired Qualifications/Experience/Skills**

At Gotham, our people are our single most important asset. Ours is a culture of excellence, and we gain great satisfaction from working together and with our client counterparts. Our firm comprises exceptional men and women from varied backgrounds and with unexpected interests and remarkable lives. People who succeed at Gotham are diverse yet share as core traits integrity, ownership/accountability, self-confidence, resourcefulness, energy, passion for learning and career advancement, and a "getting things done" attitude.

The ideal candidate meets the following requirements, with the higher end of experience ranges applicable to Principals:

- MBA and BS/BA in engineering, economics, or a similar quantitative field from a top-tier institution
- 2-5 years post-MBA experience in a top-tier operations consulting firm in one or more of the following operations improvement assignments: cost and working capital reduction, post-merger integration, operations strategy, supply chain optimization, product lifecycle management, procurement, sales & marketing effectiveness, and KPIs
- 3+ years pre-MBA experience in strategy/operations consulting or in a corporate role or in investment banking or in PE
- Deep understanding of business concepts: market, financial, operational, and organizational
- Strong capabilities in financial and operational analysis; proficiency with analytical tools such as Excel and Access
- Excellent verbal and written communication skills; ability to communicate and work effectively with all levels of Gotham and with private equity firm and portfolio company staff
- Strategic thinker and attention to detail; experience solving problems in a structured manner using an "80/20" approach
- Results-oriented and client-focused, with ability to perform in compressed timeframes and data-poor situations
- Willingness to travel and work from client sites up to 4 days a week
- Passionate, high-energy, self-starting entrepreneurial mindset.

For more information, including case studies illustrating Gotham Consulting Partners' client engagements, please visit our website [www.gcpny.com](http://www.gcpny.com). Gotham Consulting Partners is an equal opportunity employer. Should you feel you would be a good fit with Gotham and meet our qualifications, please send your resume to [resumes@gcpny.com](mailto:resumes@gcpny.com).