



Business consultant

LAVA is a management consulting firm focusing on the utilities' market and its ecosystem. Covering all aspects of the business value chain and its support functions, **LAVA** helps organisations in their business transformation and performance improvement endeavors. We deliver services with bright, experienced professionals and strive for continuous client satisfaction. To join our team and sustain our growth, we are looking for a **Business consultant**.

Your role

- Clients trust you for your advice in following areas:
 - o Operational excellence and business process analysis and optimization
 - o Change management and organisation transformation
 - o Setting a vision and defining a strategic plan
 - o Defining a customer value proposition and sales and marketing plan
- You facilitate and support workshops with clients. You capture and understand the clients' needs, and you present new ideas to add value to the client.
- You believe in the strength of networking and build long term partnerships with your clients.
- You identify and manage new business opportunities
- You set a dynamic and vigorous example of leadership, towards clients and colleagues

Your profile

- You are a successful professional with minimum three years of consultancy/advisory experience
- You have an analytical mind, a strong listener and you are able to gain trust

- Structured communicator, able to bring the message in a clear, simple way and you can easily kindle enthusiasm
- Creative team player, with a commercial attitude
- Fit with the values of **LAVA**: entrepreneurial spirit, drive, reliable, respect, growing together
- Ambassador of **LAVA**'s qualities: expertise, listening to clients, bring effective results, master change and knowledge management, and attract good people
- You communicate fluently in Dutch, French and English
- You hold minimal one master degree: Economy, Commercial Engineering or other

What we offer

In order for you to be successful, **LAVA** provides an innovative, professional habitat. Our colleagues are being challenged in projects, workshops and open discussions. We offer career paths that reflect the needs of our business, aligned with individual needs, aspirations and life stages. Our total rewards package includes a range of market-relevant benefits. You enter a fun, inspiring team.

How to apply?

If you are interested in working with our highly talented and motivated team, and think you fit the profile outlined above, we would love to hear from you. Please send your detailed resume, demonstrating your experience and skills to lava-jobs@lava-consulting.be