



Utilities 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 **Utilities consultant**.

Your role

- Clients trust you for your advice in following areas:
 - o Operational excellence
 - 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
 - o Translating business into IT
- Your work context is related to:
 - o Market access, smart meter deployment, asset management, supplier products & services portfolio, contracting, switching, billing, collection, pricing, retention
- Your stakeholders are people working in business and IT, from operational up to senior level
- Aspects of your daily work encompass:
 - o Business process analysis and optimization
 - o Interview prime stakeholders
 - o Build business cases
 - o Prepare and facilitate workshops
 - o Analyse data (output of interviews, workshops, financial and operational data)
 - o Define sustainable change management approach

- Prepare dossiers including recommendations and a plan for change based on all relevant input

Your profile

- You have experience in one or more utilities domains: market access, MIG, MIG DNB, supplier products and services portfolio, contracting, switching, billing, collection, pricing, retention, asset management, smart meter deployment, metering
- Minimal three years of consultancy experience in utilities
- 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
- You like to work on the edge between business and IT, knowledge of enterprise architecture tools is a plus
- 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

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