



## **JOB SUMMARY**

### *FINANCIAL SERVICES PRACTICE*

Point Management Group Financial Services practice seeks enthusiastic and entrepreneurial candidates to contribute individually and as part of a growing financial services consulting team.

Primary Location: Washington DC and metro area

Resource needs include:

- Senior Managers
- Managers
- Senior Consultants
- Consultants

### *OPPORTUNITIES*

Functional areas include:

- Mortgage Servicing & Operations
- Operations and Technology
- Performance Improvement
- Wholesale Banking and Capital Markets
- Risk Management
- Compliance and Regulatory

Roles and responsibilities may include:

- Project, Portfolio and Program Management
  - Planning and Scope Management
  - Reporting and Metrics Development
  - PMO Development & Operation
  - Requirements Definition and Documentation
  - Execution and Lessons Learned
  - Functional Testing
  - Resource Management
- Business Analysis
  - Data Analysis & Reporting
  - Business Process Management and Re-design
  - Problem Solving & Decision Making
  - Stakeholder Engagement
  - Risk Assessment & Management
  - Change Management

## **BASIC QUALIFICATIONS**

- Possess a results-oriented and customer-oriented approach to delivery
- Strong oral and written communication skills
- Minimum three (3) years of experience in an analytical, project management or consulting role
- Bachelor's degree required
- Strong knowledge of Microsoft Office suite and Microsoft Project
- Candidates must:



- Demonstrate professional achievements and continuous growth from prior experiences
- Possess consulting and analytical skills and take an innovative, yet pragmatic results focused approach to complex problem solving
- Be able to communicate complex ideas clearly, to earn the respect of clients and colleagues, to motivate others and work collaboratively
- Be comfortable with executive interaction and preparation of executive presentations
- Ability to show flexibility, initiative, and innovation to handle ambiguous, fast-paced situations

#### **PREFERRED QUALIFICATIONS**

- Consulting experience preferred
- Experience with Government and Government Sponsored Enterprises (GSEs)
- Large-scale program management experience
- Experience with Mortgage Operations and Servicing
- Experience in Business Intelligence and Data analysis
- Experience with project management software tools
- PMI Certification preferred
- MBA preferred
- Willingness to travel

#### **ADDITIONAL QUALIFICATIONS**

- Active interest in business development to win consulting opportunities
- Ability to build client relationships and enable further consulting engagement
- Apply methodologies to ensure successful delivery of consulting solutions
- Provide team leadership and thought leadership to support overall firm goals
- Proactively develop personal skill set, industry knowledge, and potential client awareness

#### **COMPANY INFORMATION**

Point Management Group is a business consulting firm that helps clients operationalize strategy through the emphasis of customer driven visioning, supply chain management and business process improvement. We manage and deliver the program portfolio, guide the enablement of supporting technologies and create the links to key performance metrics to ensure that the gains are harvested.

#### *FINANCIAL SERVICES OVERVIEW*

Multiple fundamental forces are transforming the global financial services environment in which results are driven by swift moves to innovative solutions that differentiate customer value and constantly drive down costs.

As consolidations, regulation and a fragmented value chain impact business operation, product and cost advantages are diminishing. Customer expectations have changed and financial services are in the midst of responding.

While re-innovation of business process creates process efficiencies and re-scoping of business concepts creates business renewal, both are moves competitors can easily replicate. Financial services strategy must make simultaneous operational moves along both dimensions to achieve transformed differentiation.

In pursuit of this transformed differentiation, financial services have mobilized creative strategies. Across divisions there are portfolios of activities in progress. However, our experience has shown that there is often a disconnect between the strategic imperatives and the portfolio of activities between strategy and execution, the link is broken.



## Career Opportunities – Financial Services

Point Management Group helps financial services companies to operationalize strategy and connect the link between strategy and execution. We assist capital markets, investment managers, retail/commercial banks, insurers, private equity and the government regulators that oversee them to enhance their performance and to succeed in this highly competitive industry.

### *ADDITIONAL INFORMATION*

In order to apply to this position, you must be legally authorized to work in the United States; Point Management Group will not be providing visa sponsorship for this position. You must also be able to communicate effectively in English, both verbally and in writing.

<http://www.pointmg.com/about.htm>