



Our offer to people

SPP is a strategic consulting firm. We undertake a range of studies, across 4 major practice areas:

- **Strategy** – business planning and business improvement – growth and cost reduction.
- **Business Development** – business development studies and assistance for early stage ventures , as well as for companies looking at M&A as a source of growth, and later stage buyouts – our business development practice also develops major project bids and funding bids;
- **Major Projects** – preparing business cases for large scale projects, both capital-works related and operational projects
- **Performance Improvement** - helping to improve outcomes for businesses in the way they do things

In undertaking work in these areas we have served a diverse range of businesses including large financial services businesses, research and education institutions, start-ups, venture capital firms, and government departments. Typically our client is a General Manager in a larger institution, or a CEO/MD in a small to medium enterprise.

SPP has grown consistently in recent times, including 50% growth over the past 12 months. We are often looking for staff to assist us in delivering our client work. We seek to find energetic, intelligent, flexible, self-reliant, and problem-focused people that can help us deliver our project work. Some of the backgrounds and qualifications of our existing team include:

- MBAs with experience in business including financial services, start-ups, retail, IT, and other domains
- PhD in Chemistry & Laboratory work
- Civil Engineering and Building Graduates
- Senior consultants with significant experience working in strategy consulting firms such as BCG, AT Kearney, and Fujitsu
- Highly experienced business people who have formed and run their own businesses
- Experienced consultants from other fields including accounting and actuarial studies

We seek to offer an environment that allows people to undertake a sustainable consulting career:

- A diverse range of project experiences
- Reasonable working hours
- An entrepreneurial approach to new project generation – many of our staff get involved in assisting with or managing proposals
- Be part of the excitement of a growing business
- Opportunities to take the lead on project work, and work directly with clients, sooner
- Training both on the job and more formally
- Minimal travel – most of our work is located in Melbourne – and flexibility in travel arrangements when that is required

We recruit for a range of positions including the following:

- **Analysts** – typically undergraduate qualified, with a few years work experience, and undertake a range of analytical work on projects
- **Consultants** – typically MBA or post-graduate qualified, with some consulting experience or applicable work experience, assist eventually in leading projects
- **Senior Advisors** – typically have substantial industry experience which they bring to the table on specific project opportunities.

If you are interested or would like to find out more, please take the next step and forward your resume to us along with a brief covering note on why you are interested in a career with SPP at jobs@sppconsulting.com.au You can read more about us at www.sppconsulting.com.au